

# AMERICAN NURSEYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

OCTOBER 15, 1961

Serial Dept.

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Forms for the November 1 issue will close Friday, October 13

Forms for the November 15 issue will close Friday, October 27. Mail copy to arrive at Chicago by these dates—no later.

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# AMERICAN NURSERYMAN

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## Editorial

### HOLIDAYS AHEAD

Already some garden shops are displaying prepared materials and trinkets which will be used by ingenious housewives in making their own Christmas decorations. Steadily the variety and extent of offerings will increase as the holidays approach. When the weather has put a stop to autumn planting, sales of merchandise of various kinds for the year end will be welcome, to maintain volume as well as profits.

In holiday merchandise, the retail nurseryman or garden shop operator does best to seek to become known as headquarters for something different or something better. To attempt to compete with the cut-price sellers of Christmas trees and holiday greens is a mistake. Better trees, prepared ornamentally or to render them fire-proof, will draw customers of the better class of trade. The same should be borne in mind in regard to holly wreaths, table decorations, door swatches, flowering plants and whatever else is stocked. The same reputation which draws visitors to buy superior plants for the garden in spring and fall should be maintained in regard to holiday merchandise.

### OPPORTUNITIES OPEN

The replies to a questionnaire sent to members of the National Landscape Nurserymen's Association would make good reading for the students and faculty members of universities and other schools offering agricultural training, more particularly pertaining to horticulture.

Most of the replies indicated the greatest need for college graduates is in sales and promotion, with management and administration a close second. Of course, to make good in such positions, college

graduates should have other prerequisites than knowledge of plants and their propagation. Skill in the arts of communication and experience in selling and meeting the public are important. Adaptability and a habit of industry are of high value.

A number of landscape nurseries hire at least two college graduates each year. If more fitted their needs, it is safe to say that the members of all the graduating classes in a single June would not fill the openings. The pay is good to start, and much better for those who make good.

Too often a college graduate feels that unless he is a relative of a nursery owner he has a tough row to hoe, and he is tempted to go into government service or teaching, where the future is limited but secure.

With the prospect so promising in this field because of the increase in gardening interest in the public, the growth of population and the continued high rate of housing development, more openings should be available for the young men who seek to equip themselves for the future.

### CHECK WORK STANDARDS

Many nurserymen, as well as other businessmen, have found that it is not enough to set up systems, methods and work practices for the sake of economy, efficiency and better customer service. It is important to check occasionally to see that procedures are followed as prescribed and that deviation has not developed through the ignorance of new employees or the carelessness of old ones.

If the boss is too busy to check and things are allowed to run along for a considerable time, he may be surprised to find that some operations are carried out in a fashion quite different from his original instructions.

This is not always due to carelessness or laxness on the part of employees, but sometimes it is due to one slight change after another, made as short cuts, when oral instructions have been given instead of written ones and no subsequent check has been made by the employer or manager.

If the manager thinks he cannot find time to check occasionally, probably he is himself deviating from the

executive's cardinal rule to concern himself only with important management problems and not with details which can be delegated to assistants.

Sometimes misunderstood procedures waste more time than actual idleness on the part of the employees engaged in the work. Hence, an employer can sometimes make more money by walking about and watching the operations of others than by undertaking mistakenly to lend a hand at such work himself.

### HURRICANE DAMAGE

In view of the current prominence of injurious hurricanes on various coasts, the issue of *Arnoldia*, the bulletin of popular information of the Arnold Arboretum, for September 8 is of special interest, though the hurricane damage reported is that from Donna, which swept over the Massachusetts coast a year ago.

Aside from the comments on a number of species of plants, it is reported that if a tree or shrub were in poor condition from whatever cause, it invariably suffered greater damage from salt spray than did healthy specimens of the same species. Shrubs attempting to grow on Cape Cod, existing rather than growing, were injured more than the same species growing in good soil, as in the Chatham garden operated by the arboretum, in contrast to the gardens or grounds of Cape Cod residents.

Of course, this is no more than what any nurseryman, particularly one with landscape customers, would know, that shrubs and trees planted under proper conditions in good soil and maintained with care not only will thrive to a superior degree, but also will withstand inclement conditions of whatever kind. The budding gardeners of the nation need to learn that maintenance is fully as important to their horticultural success as the good quality of the stock they purchase.

NEW members of the horticulture faculty of the University of Minnesota are Dr. Conrad Weiser, who will work on plant hardiness studies and teach courses in propagation, and Dr. Donald White, who teaches courses in turf and nursery management and conducts research in the same fields.



# The Nematode Menace

By Harold J. Jensen

Nematologist, Department of Botany and Plant Pathology, Oregon State College, Corvallis

Though blind, fragile and minute, nematodes loom as a Gargantuan obstacle to producing nursery stock. Invasion by these greedy microscopic worms challenges today's nurserymen on two fronts—production of high-quality merchandise and marketing disease-free plants. The most serious consequences of this invasion are movement of nematodes to new areas in plant materials and plant injury resulting in substandard performance and dissatisfied customers.

Though unknown to the founders of the nursery industry, nematodes have literally parasitized the industry since its infancy. Even before 1876, nematode injury (probably root-knot) to roses, violets and other plants had attracted the attention of southeastern florists. During the late 80's and early 90's such injury was mentioned several times in florists' papers. By 1889, 65 kinds of plants, including several common items of the nursery trade, were reported as affected.

As the nursery industry ex-

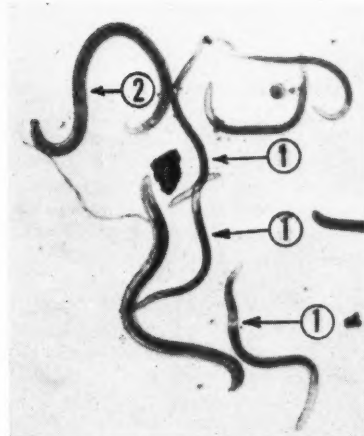
panded, many species of nematodes thrived with the trade and were disseminated as inhabitants of plants and contaminated soil. Also, this expansion of plant species to new locations often was greeted by local wayside nematodes which abandoned their former hosts and moved into choice nursery stock. Thus, the industry has many nematode pests that are common in other specialized agricultural industries.

## Expanded Problem

Recent recognition of nematodes as serious crop pests has resulted in a vigorous demand by agriculturists for more information about these creatures and recommended control measures. Unfortunately, nurserymen are currently in an extremely vulnerable position because they grow hundreds of kinds of plants and each of these has its corresponding nematode fauna. American nurserymen have demonstrated a willingness to shoulder their responsibilities by supporting research activities with numerous grants and materials; sponsoring local, state, regional and national meetings to discuss the nematode menace, and adopting recommended control procedures.

Unfortunately, this subject cannot be presented here, as nurserymen may prefer, on a plant basis, because of the vast spectrum of plants involved. Therefore, it is more practical to proceed with a discussion of nematode groups, because each group contains relatively few injurious pests.

The several kinds of nematodes mentioned have many features in common. Their activity begins in jelly bean shaped eggs, which contain the young nematodes called larvae. After a series of molts (during which the cuticle of the previous larval stage is shed) and larval stages (usually four each), development is completed when adults appear. Adult nematode pests are



Different kinds of nematodes found in nursery soils: 1—Root-lesion nematodes (*Pratylenchus penetrans*), the No. 1 nematode pest of western nurseries; 2—a beneficial nematode (*Mononchus papillatus*) that feeds on many kinds of nematode pests of nursery crops.

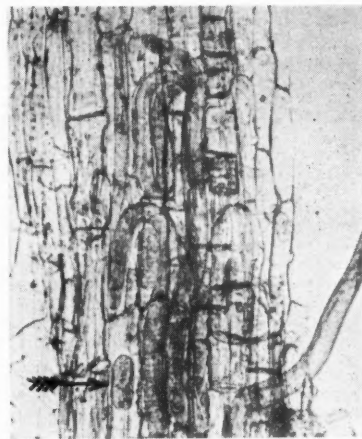
equipped with a special feeding mechanism called a spear, which is used to pierce plant tissues and extract cell contents. Nematode pests of western nurseries are discussed in relation to distribution, host range, symptoms, dissemination, life history and biology. Control measures are mentioned and appraised in the final section.

## Root-Knot Nematodes

Root-knot nematodes, *meloidogyne* spp., were the first nematodes known to assault nursery crops. The conspicuous knotlike swellings on roots caused by these pests are responsible for the common name. These swellings are sometimes mistaken for nitrogen nodules; for



A dagger nematode (*Xiphinema americanum*) feeding upon a Chewings fescue root. This is an example of the ectoparasitic nematode pests in nurseries. Note the arrow pointing to the "dagger," which is extended deeply into the root during feeding.



A section of chrysanthemum root infested by several root-lesion nematodes. This species is one of the endoparasites that injure many nursery crops. Note the egg indicated by the arrow.

symptoms caused by bacteria, fungi or insects, or even for the natural storage organs of some plants.

Root-knot nematodes are found in most agricultural areas of the world. It was first thought that root-knot nematodes would become problems only in well-drained sandy soils of the south; later, they have been recognized as serious pests in the heavier soils of the north. Years of accumulative records by agriculturists throughout the world have disclosed an astounding host range of more than 2,000 kinds of plants. This host range includes most plants that make up the vast spectrum of those grown by the nursery industry. Originally the root-knot nematode was considered to be one species, but recent taxonomic studies proved that several closely related species exist. Thus the tremendous host range, while accurate as a list of plants subject to root-knot symptoms, does not relate which plants are attacked by each species of root-knot nematodes.

The extensive host list obviously

indicates root-knot nematodes are major pests of nursery crops. Usually they invade roots and underground parts of plants, though leaves and stems partly covered with soil are sometimes invaded.

#### Root-Knot Symptoms

Roots swollen to galls or knots are usually recognized by agriculturists as the injurious effects of these pests. More noticeable, however, are the aboveground symptoms—stunting, excessive wilting during warm weather and off-color foliage—frequently associated with nematode injury. Since other conditions may cause similar aboveground symptoms, one must be certain that these are accompanied by root galls containing nematodes.

Microscopic observations are necessary for diagnosis, because swellings due to other causes sometimes resemble those resulting from nematode invasion. Galls vary in size, according to the number of nematodes present. The smallest may only contain one female, while the largest may contain several.

Masses of matted roots formed by several rootlets originating near a developing gall frequently are associated with these pests.

Root-knot nematodes are largely dependent upon the activities of man for establishment of new infections and continuation of older ones. This is accidentally done by moving infected plants or contaminated soil. New infections seldom limit nematodes to the original plant or soil mass. The tremendous host range, which includes many common weeds, and the ability of nematodes to tolerate a variety of soil types, moisture and temperature conditions, insure continuous sources of reinfection by these pests.

First-stage larvae, formerly regarded as the infective stage, develop in and remain in eggs; these molt and become the second-stage larvae, which invade host plants. Invasion usually takes place in the vicinity of root tips, where larvae align themselves perpendicular to the central axis of the roots and

[Continued on page 105]

### PRINCIPAL HOSTS OF VARIOUS NEMATODES IN WESTERN NURSERIES

HOST PLANT	NEMATODE PEST	HOST PLANT	NEMATODE PEST
Almond	<i>Meloidogyne incognita</i>	Hydrangea	<i>Ditylenchus dipsaci</i>
Almond	<i>Pratylenchus vulnus</i>	Juniper (Hetzi)	<i>Pratylenchus penetrans</i>
Andromeda	<i>Pratylenchus penetrans</i>	Juniper (Pfitzer)	<i>Pratylenchus penetrans</i>
Apple (Standard root-stocks)	<i>Meloidogyne</i> spp.	Laurel, English	<i>Pratylenchus penetrans</i>
Apple (Standard root-stocks)	<i>Pratylenchus penetrans</i> & <i>P. vulnus</i>	Lilac	<i>Tylenchulus semipenetrans</i>
Apple (Dwarf root-stocks)	<i>Pratylenchus penetrans</i> & <i>P. vulnus</i>	Locust, Black	<i>Pratylenchus penetrans</i>
Apricot	<i>Meloidogyne incognita</i>	Maple, Big Leaf	<i>Meloidogyne</i> sp.
Apricot	<i>Pratylenchus vulnus</i>	Nectarine	<i>Meloidogyne incognita</i>
Arborvitae (golden)	<i>Pratylenchus penetrans</i>	Oak, Live	<i>Meloidogyne</i> sp.
Arborvitae (pyramidalis)	<i>Pratylenchus penetrans</i>	Olive	<i>Meloidogyne</i> sp.
Ash, Mountain	<i>Pratylenchus penetrans</i>	Olive	<i>Pratylenchus vulnus</i>
Astilbe	<i>Pratylenchus penetrans</i>	Olive	<i>Tylenchulus semipenetrans</i>
Avocado	<i>Meloidogyne javanica</i>	Palm, Date	<i>Meloidogyne incognita</i>
Avocado	<i>Pratylenchus vulnus</i>	Peach (Lovell)	<i>Cricanemoides xenoplax</i>
Azalea, Dwarf	<i>Pratylenchus penetrans</i>	Peach (Lovell)	<i>Meloidogyne incognita</i> & <i>M. javanica</i>
Azalea, Dwarf	<i>Tylenchorhynchus claytoni</i>	Peach (Lovell)	<i>Pratylenchus penetrans</i>
Barberry	<i>Meloidogyne</i> sp.	Peach (Shalil)	<i>Meloidogyne incognita</i> & <i>M. javanica</i>
Blackberry	<i>Pratylenchus penetrans</i>	Peach (Yunan)	<i>Meloidogyne javanica</i>
Blueberry	<i>Meloidogyne hapla</i>	Peach (S-37)	<i>Cricanemoides xenoplax</i>
Boxwood, English	<i>Pratylenchus vulnus</i>	Peach (S-37)	<i>Meloidogyne javanica</i>
Camellia	<i>Meloidogyne hapla</i>	Pear (Bartlett)	<i>Pratylenchus penetrans</i>
Camellia	<i>Pratylenchus coffeae</i>	Pear	<i>Meloidogyne</i> sp.
Cherry (Mahaleb root-stock)	<i>Pratylenchus penetrans</i>	Peony (several varieties)	<i>Meloidogyne hapla</i>
Cherry (Mazzard root-stock)	<i>Pratylenchus penetrans</i>	Persimmon (several varieties)	<i>Tylenchulus semipenetrans</i>
Citrus (rough lemon)	<i>Hemicycliophora arenaria</i>	Plum, Flowering	<i>Pratylenchus penetrans</i> & <i>P. vulnus</i>
Citrus (several varieties)	<i>Pratylenchus vulnus</i>	Plum, Myrobalan	<i>Pratylenchus penetrans</i>
Citrus (several varieties)	<i>Tylenchulus semipenetrans</i>	Poplar	<i>Meloidogyne incognita</i>
Clematis (several varieties)	<i>Meloidogyne hapla</i>	Prune, Italian	<i>Pratylenchus penetrans</i>
Cotoneaster	<i>Pratylenchus penetrans</i>	Raspberry	<i>Pratylenchus penetrans</i>
Cypress, Lawson	<i>Pratylenchus vulnus</i>	Rose	<i>Meloidogyne hapla</i>
Elm	<i>Meloidogyne hapla</i> & <i>M. incognita</i>	Rose	<i>Pratylenchus penetrans</i> & <i>P. vulnus</i>
Fig	<i>Meloidogyne incognita</i>	Scotch Broom	<i>Pratylenchus penetrans</i> & <i>P. vulnus</i>
Fig	<i>Pratylenchus hamatus</i>	Spruce, Norway	<i>Pratylenchus penetrans</i>
Fig	<i>Pratylenchus vulnus</i>	Strawberry (several varieties)	<i>Aphelenchoides fragariae</i>
Fuchsia	<i>Meloidogyne</i> sp.	Strawberry (several varieties)	<i>Ditylenchus dipsaci</i>
Gardenia	<i>Helicotylenchus nannus</i>	Strawberry (several varieties)	<i>Meloidogyne hapla</i>
Gardenia	<i>Meloidogyne</i> sp.	Strawberry (several varieties)	<i>Pratylenchus penetrans</i> & <i>P. pratensis</i>
Gooseberry	<i>Meloidogyne hapla</i>	Tamarix	<i>Meloidogyne</i> sp.
Grape (commercial)	<i>Cricanemoides xenoplax</i>	Viburnum	<i>Meloidogyne</i> sp.
Grape (commercial)	<i>Meloidogyne incognita</i>	Walnut, Calif. Black (root-stock)	<i>Meloidogyne incognita</i> & <i>M. hapla</i>
Grape (commercial)	<i>Pratylenchus hamatus</i>	Walnut, Calif. Black (root-stock)	<i>Pratylenchus vulnus</i>
Grape (commercial)	<i>Pratylenchus vulnus</i>	Walnut (Paradox hybrid)	<i>Pratylenchus vulnus</i>
Grape (commercial)	<i>Tylenchulus semipenetrans</i>	Weigela	<i>Meloidogyne</i> sp.
Grape (commercial)	<i>Xiphinema index</i>	Yew, Irish	<i>Pratylenchus penetrans</i>
Grape, Oregon	<i>Pratylenchus penetrans</i>		

# Christmas Decorations From Nursery Prunings Can Be Profitable

By Harry William Dengler

The financial success of many American manufacturing industries often can be attributed largely to the ingenious discovery of profitable uses for what were originally bothersome by-products.

Enterprising nurserymen with off-season liabilities such as excess labor, unused buildings and evergreens that are culls, overgrown or in need of shaping and pruning, might well consider combining these into assets through the sale of Christmas decorations. A lengthy book would be needed to cover all the details involved. In this space, however, I hope only to point out what possibilities exist and what markets might be developed.

Several years ago I became involved in giving lectures on the folklore of Christmas as a minor phase of my work as extension forester in Maryland. These talks somehow expanded into holiday decoration demonstrations, leader training meetings and workshops of from two to five hours' duration. I soon found myself busy from mid-October until Christmas week on engagements which cut heavily into my regular work. When commitments for future appearances were requested over a year in advance it was deemed wise to discontinue further meetings of this type, despite the demand. This is cited merely as a preface to my observations of some of the possibilities open to nurserymen in the Christmas decorative field, particularly those who have or have access to

the type of evergreens previously mentioned.

Christmas decorations may be placed into five broad groups, with most items using some types of evergreens and berried branches in the arrangements. Those with a religious theme include such items as Madonnas, angels and choir boys. Regional types may feature bayberry candles, sleigh bells, Virginia hunting horns or Cape Cod cranberry scoops. Sentimental kinds may center around treasured heirlooms; musical instruments, or a child's toy, crib, cradle, wheelbarrow or sleigh. Traditional styles will include bells, balls, bows, candy canes, Christmas stockings or boots, or, perhaps, old-fashioned cornucopias. The frivolous or jolly sorts cover those using gay Santas, snow men, elves or carolers.

Anyone with serious intentions of entering this field will find a scrapbook of his own making of inestimable help. This will include magazine, newspaper and catalog clippings and sketches, plus notes of his own ideas and those gathered from other sources. A collection of Christmas arrangement books, bulletins and advertising circulars will be likewise useful.

Sources of ideas for Christmas decorations in addition to magazine features and news clippings are many and varied. In some localities the Y.M.C.A., the Y.W.C.A., city recreation departments and public school adult-education groups provide free or low-cost



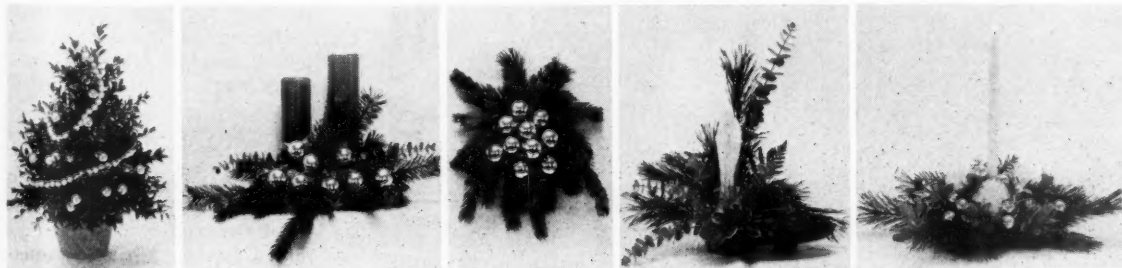
An example of a do-it-yourself kit of Christmas decoration greens and accessories which can be packed profitably for sale by sponsors of charity events.

courses in the fundamentals of holiday arrangements. Local garden clubs almost everywhere have demonstration meetings, workshops and Christmas greens shows where useful tips and tricks might be learned.

The principles and techniques  
[Continued on page 56]



Inexpensive wreath-making machine described in accompanying article.



Examples of Christmas Decorations That Can Be Made Using a Variety of Evergreen Prunings from the Nursery





Illustration A—The broken, "swirling" bark of the Dawn redwood (*Metasequoia glyptostroboides*) is almost as interesting as its long history.



Illustration B—Not only the bark but also the branching habit of this European hornbeam specimen (*Carpinus betulus*) is intriguing.



Illustration C—The castor aralia has few main branches and, because of their upright tendency, it can be used near roads and walks.

## Tips for Better Landscapes

# Interesting Patterns in Tree Barks

By Clarence E. Lewis

Department of Horticulture, Michigan State University, East Lansing, Mich.

### PART 2

Anyone who has taken the time during the late fall, winter or early spring to observe the barks of deciduous trees has been well rewarded. It is a good time to see some interesting plant features, since attention is not diverted to foliage or flowers.

The Dawn redwood (*Metasequoia glyptostroboides*) has some attractive bark appearances and changes. Illustration A shows how the bark

breaks in varying widths and seems to swirl about the trunk. The trunk pictured is four inches in diameter, and the tree is 12 to 14 feet high.

On the young branches the bark is quite flaky and curls off in small pieces to leave a light orange to tan young stem. These branches differ from the young branches of bald cypress in the loose bark and the opposite buds.

The colorations vary on stems of three or more diameter inches from

orange to gray orange to orange brown to cinnamon and almost tan in some bark-free areas. Older trunks become more rugged in appearance. This tree adds a bit of good color, and the interesting bark changes the landscape. The tree grows rapidly in northern states.

### Hornbeam Attraction

For two years I had intended to obtain a photograph of the European hornbeam (*Carpinus betulus*) shown in illustration B and finally remembered to do that in early January of this year. During the growing part of the year, this plant spreads out to as much as 30 ft. In winter, too, it forms a broad globe.

As on all other hornbeams, the bark is smooth and ridged, but not so light a gray nor so smooth as on the American hornbeam. It is, however, extremely attractive. The bark twists and turns in a graceful way and gives one almost a feeling of motion. There are light areas and dark ones that provide the needed contrast.

The branches do not have a tendency to grow straight, as can be seen in illustration B. Seldom does one find a tree that is truly interesting when each branch has a strict terminal tendency, making it pos-

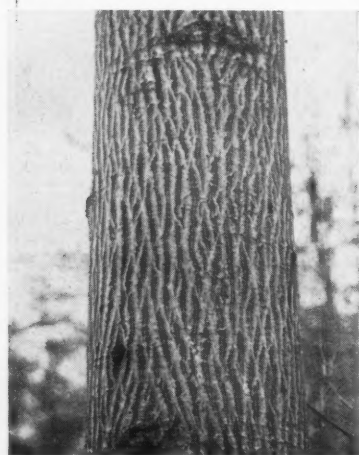


Illustration D—The bark of the mockernut hickory, with its crisscrossing ridges, has a strange, woven effect.



Illustration E—This animalistic form of black gum was found a short distance from the Atlantic ocean.





Illustration F—The clean single stem of canoe birch is often enriched by the interplay of light and shadow.

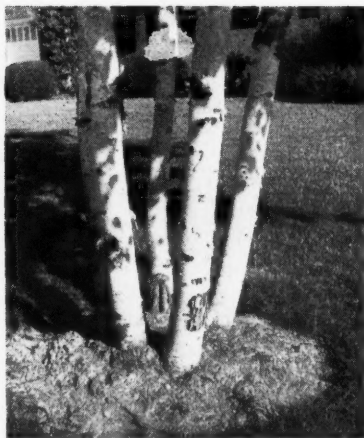


Illustration G—The multiple stems of canoe birch add a certain stability to an over-all planting.



Illustration H—The bark of the European white birch seems even whiter because of its contrasting black areas.

sible to predict what each branch is going to do. The curved, irregular branches are more mysterious and prevent the imagination from reaching a state of inertia.

In illustration C, the branching of *Kalopanax pictus* (*Castor aralia*) is different, but still usable in the landscape. This tree may appear as a single stem, but there is a tendency for it to appear with multiple stems on which the side branches ascend rather than grow laterally. Such a tendency is important when the tree is used as shown in illustration C. The *Kalopanax* in this instance is on a corner, where a lateral tendency in branching could be a hazard.

The bark is different in the sense that broad spines appear to discourage anyone from leaning against it. Sometimes the spines are numerous, and in other instances they are widely scattered and require search to

find them. The bark is gray, with distinct grooves, but at no time does it seem to be loose.

#### Hickory Bark Variation

The bark of the mockernut hickory (*Carya tomentosa*, sometimes listed as *Carya alba*) is quite different in its early years, as compared to the bark on the same tree 50 years later.

The lines and ridges that mark this species, shown in illustration D, have a fairly definite pattern. The light-gray, narrow ridges criss-cross and form diamonds and other shapes, depending on one's thoughts at the time. The trough, or groove, is pinkish to reddish and also has a bit of blue. Gray is the dominant color. This crossing of ridges persists into many of the older trees, even though the bark may be much looser than shown in illustration D.

I realize that the hickories are not trees that one buys or transplants when they are of any great size, but there are many of them in new suburbs where a builder is thoughtful enough to leave them for a bit of shade.

The distorted and animalistic specimen of tupelo, pepperidge, black gum or sour gum (*Nyssa sylvatica*) shown in illustration E appears as a candelabrum, or you may decide that it is something entirely different. It was truly interesting in this competitive jungle, where it had rugged competition.

I doubt that one would wish to have such a tree in a planting. It would be extremely difficult to transplant, not alone because of the surrounding brush, but because the root system of no *nyssa* is co-operative.

The bark is gray, with distinct vertical lines, and reminds one a

[Continued on page 75]



Illustration I—The paper-bark maple's curling, reddish-brown bark is attractive, even on young stems.



Illustration J—There is a decided papery effect to the bark as it unfolds on the main stem of *Acer griseum*.



Illustration K—The Amur lilac has bark that resembles that of a cherry more than that of a lilac.



Present at the Northwest Nurserymen's Indian summer session, held at Gearhart, Ore., were (left to right) Erwin Fowler, president, Oregon Association of Nurserymen; L. H. McGuire, president, American Association of Nurserymen; Wayne Melott, general chairman of the session, and Merv Belknap, executive secretary, O. A. N.

## Oregon Chapters Stage Indian Summer Session

By Charles H. Potter

Nearly 150 nurserymen of Oregon and Washington, plus a few from more distant points, convened at the Gearhart hotel, Gearhart, Ore., for three days of relaxation and education September 18 to 20. The annual summer meeting—the northwest nurserymen's Indian summer session—is sponsored each year by various chapters of the Oregon Association of Nurserymen. The chairman of this year's event was Wayne Melott, Carlton Nursery, Forest Grove. Merv Belknap, executive secretary of the O. A. N., and his wife handled registration.

Activities during the first day of the meeting were left more or less to the individuals' own tastes in relaxation and entertainment, the range of pastimes including golf, swimming, cards, etc. Mrs. Wayne Melott took charge of the baby photo contest, posting the baby pictures of nurserymen and their wives on a bulletin board in the hotel lobby, where each one present was given the opportunity to guess whose baby pictures were there. That evening a buffet dinner preceded entertainment and games. A "bull session corner" was set up where nurserymen could compare business notes.

On the second morning, the business session was opened by O.A.N. President Erwin Fowler, Milton Nursery, Milton-Freewater. Presi-

dent Fowler welcomed those present, especially those from the state of Washington. He urged the support of new members in strengthening the state association and reported on some of the committee activities of the O. A. N.

The advertising promotion committee, he said, is now working on the new O. A. N. directory. He requested any members who had not sent in their information sheets for the directory to do so at once, because time is drawing short. The directory, he said, will contain a great number of ads from suppliers and will, it is hoped, add considerably to the financial status of the association. The directory is designed to take the place of the trade fair at the O. A. N. annual convention in January, formerly the main source of income for the convention.

He told the group about the budget committee which has been formed and which, henceforth, will prepare a working budget in advance for each year. Concerning the O. A. N. convention to be held at Salem, Ore., in January, Mr. Fowler said that Pat Dering, convention chairman, has already arranged for a fine program.

"Let's Try a New Way Home" was the title of a talk by L. H. (Bud) McGuire, president of the American Association of Nursery-

men. "It has been my impression," he said, "that we nurserymen have been so intent on the technical problems of growing more and better nursery stock that we have not done so good a job as we might in the financial part of our business."

Nurserymen are doing a fair job of selling and increasing the volume of sales, but he expressed the fear that they are not getting the net returns they should have for their efforts. "Anyone," said Mr. McGuire, "can move stock by giving it away, but that will not benefit the nurseryman and his family."

Increased sales with a loss on each sale merely produce a larger deficit, he said. "In our analysis, I am afraid that we seldom remember that we should also have a return on the value of our investment," said the A. A. N. president.

He said that nurserymen tend to believe that a good working salary is all they should expect for their efforts. However, it is reasonable to expect some return on so-called risk capital. He urged nurserymen to do a little positive thinking and to raise their level. He closed with an admonition not to try to meet everyone's losses but to encourage others to come up to the level of those operating on a profitable basis.

Ed Heath, Heath's Nursery, Pateros, Wash., president of the Washington State Nurserymen's Association, expressed his pleasure at the large Washington attendance and thanked the Oregon group for including the Washington nurserymen in the meeting.

O. A. N. convention plans were outlined for the group by Pat Dering, Peterson & Dering, Scappoose, Ore. Ralph Shumm, trust officer, United States National Bank of Portland, discussed the advantages of careful planning in making a last will and testament.

A most entertaining and provocative speaker was C. E. Seavey, public relations supervisor, Pacific Telephone, Northwest, who spoke after lunch on the second day. Also president of the Oregon Magicians' Association, Mr. Seavey interspersed tricks of magic throughout his talk on man's progress in communications and transportation facilities.

The afternoon was devoted to golf, ping-pong, bridge and pinocle tournaments. Washington golfers retained their winning "hex" over the Oregon golfers. Mrs. Bert Synder and Dick Holma-

[Continued on page 66]

## Packaged Profit

# New Containers Boost Shrub Sales

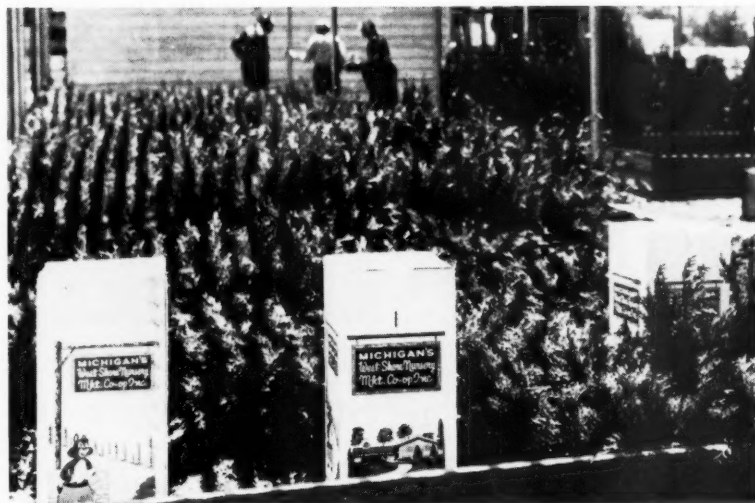
The past spring Michigan's West Shore Nursery Marketing Co-Op, Inc., Zeeland, Michigan, introduced the first corrugated container for shrubs and now calls the experiment an unqualified success. Retail outlets offering the packaged shrubs, rather than the familiar B & B ornamentals, reported the best spring sales in history, according to Richard Van Dorp, sales manager of the co-op.

For the marketing organization, although it packaged less than 10 per cent of the shrubs sent to market, the packaging idea resulted in the acquisition of 60 new retail outlets.

### Package Gives Information

In the new merchandising method, shrubs are packaged in a corrugated unit holding four plants. The corrugated container is printed with an illustration of a landscaped home and with information on the best shrubs for foundation, border or corner planting. Customers need not choose individual plants, but merely pick the type of landscaping appearance desired for their homes.

Mr. Van Dorp predicts use of corrugated packaging by the industry will skyrocket because of recent and probably continuing shifts in marketing patterns. For years, shrubs were sold mainly by local nurseries and cost often included delivery and planting by nurserymen. The past



To display shrubs packaged by Michigan's West Shore Nursery Marketing Co-Op, retailers remove the package top piece and individual plant containers, leaving the shrubs in the waterproof base tray. Individual containers then can be used as display brighteners (above). Plants can be watered without soaking the floor inside the store or without creating mud in outside display areas.

five years, however, have brought the growth of marketing through supermarkets, roadside stands and hardware stores, as well as garden centers.

With wider but less controlled marketing came problems. Individual growers lost any quality identity and most justification for premium prices on better stock. At the retailer level, sales never reached full potential because clerks could not advise planters on shrub selection and planting. And if customers were able to make their selections without assistance, they still faced the problem of loading the prickly bushes, sometimes with soiled burlap balls, into their cars and transporting them home.

With this knowledge of current merchandising problems, the nursery co-op last winter (1960-61) turned to packaging for solutions and called in representatives from the Detroit unit of Stone Container Corp., Chicago, Ill., to develop a workable packaging system.

A study of the problems was made by Forest Strand, Stone packaging engineer, with the assistance of John Trocke, marketing agent, Michigan State University. They designed the unit which serves not only to package the shrubs but also to educate customers and retail salesmen. Mr.

Strand is the former Detroit area marketing agent for the Michigan State University college of agriculture and now specializes in agricultural product packaging for Stone's Detroit plant.

### Six Parts to a Unit

The total package group is made up of six parts. The four shrubs, potted or balled and burlapped in the regular manner, are placed into four corrugated containers measur-



A salesman slides a 4-pack of shrubs into a customer's car. At home she can unload them one at a time, each plant container having cutouts to allow easy handling.



When the sale is made, display shrubs may be repacked in their original containers for transportation.



ing nine inches square by 24 or 30 inches high. These are set into a low tray measuring about 19 inches square. A special Stone water-resistant corrugated stock called Control-Pak is used for the tray to allow watering of the shrubs during display.

Completing the pack is a corrugated cover tray, 18¾ inches square and four inches deep, which slips over the four shrub packs as a top piece. The pack is sealed with strips of pressure-sensitive tape, and then four shrubs, each measuring up to 30 inches either horizontally or vertically, are ready for shipment to market.

At the store, the cover and four individual cartons can be removed, leaving the four shrubs in the waterproof tray. If watering is necessary,

the Control-Pak prevents water leakage on the store floor. Shrubs are kept fresh, yet store personnel never has to clean up a muddy mess in the shrubbery display area.

The four cartons and cover tray removed from the package then can be used as a point-of-purchase display in combination with still-packaged shrubs. Upon sale of a 4-pack, the store clerk or customer merely loads a still-packaged unit into the car for transport home. The customer does not have to wrestle the bushes into and out of the car nor does he have to clean out dirt and needles later.

According to Sales Manager Van Dorp, use of shrubbery packaging by Michigan's West Shore Nursery Marketing Co.-Op, Inc., will be expanded for the next planting season

in response to requests by retailers. "Many of them have labeled the packaging the best idea in years for the industry," he said. Their sales to customers seem to prove it.

#### MARYLAND EXECUTIVE

Ray Gustin, president of the Maryland Nurserymen's Association, recently announced that the board of directors had named James Harlow to the association's newly created post of executive secretary. According to this announcement in the M. N. A. publication, *Nurserymen's News*, Mr. Harlow has extensive experience in horticultural trade and association work. At present he is retained on a part-time basis and will establish his office at Washington, D. C.

## Expanded Facilities Tailored To Fit Oregon Firm's Needs

When increasing demand necessitated expansion and replacement of the old workroom and shipping room at the Mitsch Nursery, Aurora, Ore., a low, modern building was designed with a flat, tarred roof to house the packing and shipping room, storage area, workroom and office. The firm is engaged in the wholesale propagation of lining-out stock of evergreens, dwarf conifers, azaleas, camellias, heather, rhododendrons and specialty perennials.

Adjacent to the new building is a large flat-roofed greenhouse, 4,800 square feet. To aid in supporting the flat polyethylene roof, a layer of chicken netting is stretched under it. In this and other greenhouses, the

only source of heat for propagation is electricity.

As the mist system had to be extended, a specially designed unit, centrally controlled and located, was engineered to combine flexibility with efficient operation. The unit's booster pump achieves a threefold purpose. First, it maintains a pressure of 100 pounds while the mist system is in operation. Second, connected to a 300-gallon tank, it is used for pumping liquid fertilizers, insecticides, etc., through pipes to all greenhouses. Finally, it is utilized for injecting liquid fertilizers into any Skinner irrigation line in the nursery.

The area under lath has approxi-

mately doubled within the past year or two. To obtain sufficient strength in construction, the 2x8-inch framework with 1x4-inch shading is supported by concrete-filled (to the top) steel pipes set in concrete.

In addition to the large shaded area, special combination structures, part greenhouse and part shade house covered with Saran shade cloth, have been built for the production of rhododendrons. Once they are rooted in the greenhouse portion of the structure, rhododendrons are planted in various mixtures of hemlock bark dust, peat or perlite in the shade house section and are then sold directly from there.

With these specialized facilities and production methods, the firm has been able to offer its specialty dwarf rhododendrons from fall through spring and has expanded its schedule to include the larger popular varieties.



The expanded lath house facilities of the Mitsch Nursery Co., Aurora, Ore., are shown at left. The flat-roofed, polyethylene-covered greenhouse, right, another result of the nursery's recent remodeling, utilizes two 42-inch exhaust fans for ventilation.



# Native Plants Discussed At Arizona Convention

By Leland Burkhart

The Royal Road hotel, a popular Arizona health resort near the international Mexican border, proved an interesting location for the annual convention of the Arizona Nurserymen's Association, September 11 to 13. The hotel site, on a high hill, provided a view of rolling topography and of two towns a few miles distant, Nogales, Ariz., and Nogales, Sonora, Mexico. Over 100 persons attended the meeting.

This year's convention was planned and developed by the state officers: President Wilbur Hague, Hague's Nursery, Tucson; Vice-President John Harper, Harper Nurseries, Phoenix, and Secretary-Treasurer Dr. Robert Matlock, Tucson Fertilizer Co., Tucson. The Tucson Nurserymen's Association was the host group.

John Harper was named president for 1962, with A. E. Lowman, Lowman's Tucson Nursery, Tucson, vice-president, and James D. Driskell, Phoenix, secretary-treasurer.

"Arizona Native Plants" was the subject presented by Verne Owen, Tucson, who dramatically displayed some 35 native plants in gallon containers. Some of the plants are already available in the nursery trade and the others are appropriate for introducing into the trade. Many of the plants are being included in the Arizona-Sonora Desert Museum Garden plantings located near Tucson. Interesting specific uses of native plants by local Indian tribes were indicated.

One of the special benefits in using native plants is the low maintenance care, compared to that of other landscape plants. Many of the plants would survive summer periods when gardeners might be away. One of the mesquites was emphasized for highway planting to cushion the impact of cars veering out of control. Some of the native trees common in landscape plantings include the blue paloverde, Arizona ash, Arizona cypress, desert hackberry, Arizona sycamore and ironwood. Several colorful native shrubs were also featured.

James Wheat, Phoenix, presented the plans for the landscape

plant testing program at the University of Arizona branch agricultural experiment station at Mesa, near Phoenix. The Salt river valley, Metropolitan Phoenix, is rapidly becoming populated, many of the residents being from environments that are very different from desert conditions. Information concerning landscape plants appropriate for the microclimates existing in Metropolitan Phoenix needs to be developed for the benefit of nurserymen and others interested in better landscaping. The testing program will include landscape trees, shrubs and ground covers.

## Merchandising

The panel on "Merchandising" was moderated by James Wheat, and the panel included Paul Mayer, Paulin Motor Co., Tucson; Pat Rowland, Rowland's Nursery & Sprinkler Co., Albuquerque, N. M.; C. Siemann, Green Thumb Garden Center, El Paso, Tex.; and Norman Springer, Bandini Fertilizer Co., Los Angeles, Calif.

Mr. Mayer emphasized the importance of enthusiastic sales personnel. The enthusiastic personality of the salesman, supported by a thorough knowledge of his subject matter, proves highly effective in all areas of selling. The nursery business goes where it is invited, stays where it is cared for and grows where it is cultivated. The nursery industry is now in a highly competitive position with other industries for the consumer dollar. During the panel discussion, competition from supermarkets was emphasized.

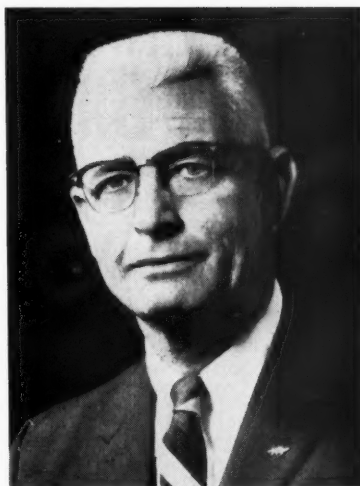
## Nursery Displays Useful

Norman Springer told the importance of an attractive nursery layout that shows landscape plants to best advantage. Emphasis was given to using plants in patiolike arrangements as a part of the nursery layout.

Mr. Rowland supported the idea of charging for each service call, and there was much audience participation in discussing this subject.

Mr. Siemann expressed the desirability of each nurseryman's advertising individually.

The plant forum again proved



John Harper, newly elected president, Arizona Nurserymen's Association.

to be an interesting phase of the annual meeting. Moderator Ralph McPheeters, Catalina Nursery, Tucson, emphasized new and available landscape plants that should have wider use in Arizona. Included as forum participants from California and suppliers of many of the landscape plants described in the plant forum were L. B. Merrick, L. B. Merrick Nurseries, Pico-Rivera; Art Rudolf, Monrovia Nursery Co., Azusa; Keith Monaghan, Howard Rose Co., Hemet, and Svend Gottschalk, Select Nurseries, Inc., Brea.

There was expressed the desirability of testing a wider selection of eucalyptus species for Arizona adaptability, with special reference to *E. caesia*, *E. coriacea*, *E. erythrocorys*, *E. forrestiana*, *E. grossa*, *E. melliodora* and *E. torquata*. The

[Continued on page 73]



Wilbur R. Hague, who conducted the recent convention of the Arizona Nurserymen's Association at Nogales, Ariz.

## New Hawaiian Association Hears Dick White Speak

At the first regular business meeting of the newly organized Hawaii Association of Nurserymen, held at Honolulu September 15, Dr. Richard P. White, retiring executive vice-president of the American Association of Nurserymen, was both a speaker and an honored guest. A 9-course Chinese dinner at a Waikiki restaurant preceded the business program. Arthur Hill, of the D. Hill Nursery Co., Dundee, Ill., who accompanied Dr. White on the Hawaiian trip, also added comments on the occasion. Sixty persons attended the dinner meeting.

From his long experience in trade association work, Dr. White offered both positive advice and cautioning suggestions for the development of the new organization. First, he pointed out, an association has as its purpose the doing of things that no individual can do alone. Then, whatever is undertaken should be for the public welfare or have a public interest aspect, he declared. Finally, he said, when something worthwhile is done, the proper publicity should be obtained to inform the community about the project.

The five following suggestions

were added: 1. Be sure the organization gains strength in a planned manner. 2. Learn to walk before trying to run; start with small projects and gain success and confidence before moving to larger things. 3. Identify the group with worthwhile movements and other going organizations with like objectives. 4. Promote projects for home and community benefits in co-operative activities. 5. Establish a regular means of communication with the membership.

June 5, 1961, marked the founding of the Hawaii Association of Nurserymen with the acceptance by the members then present of the bylaws and the election of officers as follows: President, Kalfred Yee; vice-president, Ben Kawahara; secretary, Bob Uttermohlen; treasurer, Fred Dang, and directors, T. Kubota, Wilbert Choi and Joe Lum, the last-named being designated a 2-year director. The officers were installed by Dr. Y. Baron Goto, director of the agricultural extension service for the University of Hawaii.

At a meeting of the executive board of the association June 13, President Yee named committee members as follows: Program, To-

shio Sugita, Howard Stahr and T. Kubota; membership, Joe Lum; legislative, Wilbert Choi (twice a winner of an A. A. N. industrial landscaping award), and public relations, Bob Uttermohlen. The vice-president was named ex-officio officer of all standing committees. Several changes in the first draft of bylaws were made and passed. Dues for active members were set at \$25 per year and for affiliate members, \$5 per year.

### Select Motto

Meeting again August 17, the executive board heard the incorporation proceedings. Crests and mottoes were submitted for consideration by the board. A tentative decision was reached to use the motto "H. A. N. Beautifying Hawaii" inscribed on a breadfruit leaf background.

A membership drive was planned. President Yee outlined activities which the association could undertake, along a pattern set up by the California Association of Nurserymen. It was decided to hold three general membership meetings annually, the first of these being the one held September 15, with Dr. White as guest.

A paid membership of 36 was reported at the recent business meeting, consisting entirely of residents of Oahu. Smaller groups are expected to be formed on the other major islands, with a chapter set-up as a goal for the state group.

### EARNs MICHIGAN MEDAL

Presented annually to an individual who has made outstanding contributions to horticulture in Michigan, the Esther Longyear Murphy medal of the Michigan Horticultural Society went this year to Dr. Fred B. Widmoyer, Jr., professor of horticulture at the University of Connecticut, Storrs.

Dr. Widmoyer did research in ornamental horticulture at the University of Michigan and devoted much time and effort to youth activities in the extension program. He is a past editor of the Michigan State Nursery Notes; currently editor of the Connecticut Arborist, published by the Connecticut Tree Protective Association, and a member of the American Society for Horticultural Science and of several honor societies.

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### NEW OFFICIALS OF NATIONAL ARBORIST ASSOCIATION



Officers and directors of the National Arborist Association elected August 22 at Minneapolis, Minn., during the 37th National Shade Tree Conference. Standing, left to right, Harry A. Morrison, Wilmette, Ill., director; John Z. Duling, Muncie, Ind., second vice-president; Kenneth P. Soergel, Gibsonia, Pa., director; John C. Phillips, San Anselmo, Calif., director, and F. L. Dinsmore, St. Louis, Mo., first vice-president. Seated, left to right, Paul E. Tillford, Wooster, O., executive secretary; George T. Lewis, Media, Pa., president, and Edwin E. Irish, Detroit, Mich., treasurer.

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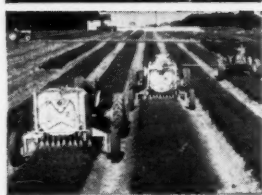
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	50 at 100 rate	Per 100	Per 1000		50 at 100 rate	Per 100	Per 1000
• <b>SPECIAL STRAIN SCOTCH PINE</b> Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed. We have all other best strains Scotch Pine.				• <b>JAPANESE YEW—Grown from seed</b> <i>Taxus cuspidata capitata</i> —upright pyramidal (2-1), T., 4 to 8 ins. ....	\$25.00	\$200.00	
2-yr., S., 2 to 4 ins. ....	\$ 3.00	\$ 15.00		• <b>JAPANESE YEW—Transplanted rooted cuttings</b> <i>Taxus cuspidata</i> —spreading			
2-yr., S., 5 to 10 ins. ....	6.00	30.00		1-yr., T., 5 to 6 ins. ....	25.00	175.00	
3-yr., S., 10 to 18 ins. ....	9.00	45.00		2-yr., T., 6 to 8 ins. ....	35.00	250.00	
3-yr., T., 6 to 12 ins. ....	20.00	100.00		<i>Taxus hicksii</i> —upright			
• <b>WHITE PINE</b> 3-yr., S., 5 to 10 ins. ....	6.00	30.00		1-yr., T., 5 to 6 ins. ....	25.00	175.00	
4-yr., T., 8 to 16 ins. ....	15.00	75.00		2-yr., T., 6 to 8 ins. ....	40.00	300.00	
• <b>MUGHO PINE—best true dwarf</b> 2-yr., S., 2 to 3 ins. ....	5.00	25.00		<i>Taxus brownii</i> —upright			
4-yr., T., 3 to 5 ins. ....	15.00	75.00		1-yr., T., 4 to 6 ins. ....	25.00	175.00	
• <b>AUSTRIAN PINE</b> 2-yr., S., 3 to 6 ins. ....	4.00	20.00		2-yr., T., 6 to 8 ins. ....	40.00	300.00	
3-yr., S., 6 to 12 ins. ....	7.00	35.00		<i>Taxus intermedia</i> —spreading			
• <b>BLACK HILLS SPRUCE</b> 3-yr., S., 4 to 8 ins. ....	7.00	35.00		1-yr., T., 4 to 6 ins. ....	25.00	175.00	
4-yr., S., 8 to 12 ins. ....	9.00	45.00		2-yr., T., 6 to 8 ins. ....	35.00	250.00	
• <b>NORWAY SPRUCE—Fast-growing</b> 2-yr., S., 5 to 10 ins. ....	7.00	35.00		• <b>JUNIPER—Blue Pfeiffer—Chinensis hetzi</b> 1-yr., T., 5 to 7 ins. ....	25.00	200.00	
3-yr., S., 10 to 18 ins. ....	9.00	45.00		• <b>GLOBE ARBORVITAE</b> <i>Woodwardii</i> —dark green			
3-yr., T., 6 to 10 ins. ....	15.00	75.00		1-yr., T., 4 to 6 ins. ....	30.00	250.00	
• <b>WHITE SPRUCE</b> 3-yr., S., 8 to 14 ins. ....	8.00	40.00		2-yr., T., 5 to 7 ins. ....	40.00	300.00	
4-yr., T., 6 to 12 ins. ....	15.00	75.00		<i>Hovey's</i> —green			
• <b>COLORADO BLUE SPRUCE</b> 3-yr., S., 6 to 12 ins. ....	11.00	55.00		1-yr., T., 4 to 6 ins. ....	25.00	200.00	
4-yr., T., 4 to 8 ins. ....	18.00	90.00		2-yr., T., 6 to 8 ins. ....	40.00	300.00	
• <b>DOUGLAS FIR</b> 2-yr., S., 4 to 8 ins. ....	6.00	30.00		• <b>PYRAMIDAL ARBORVITAE—Compacta</b> 1-yr., T., 5 to 7 ins. ....	35.00	300.00	
3-yr., S., 8 to 12 ins. ....	11.00	55.00		• <b>JAPANESE HOLLY</b> <i>Ilex rotundifolia</i>			
• <b>JUNIPERUS VIRGINIANA</b> 2-yr., S., 5 to 10 ins. ....	7.00	35.00		1-yr., T., 4 to 6 ins. ....	20.00	175.00	
• <b>CANADIAN HEMLOCK</b> 2-yr., S., 3 to 6 ins. ....	9.00	45.00		<i>Ilex convexa</i>			
3-yr., S., 6 to 10 ins. ....	16.00	80.00		1-yr., T., 4 to 6 ins. ....	20.00	175.00	
• <b>CONCOLOR FIR</b> 3-yr., S., 6 to 10 ins. ....	8.00	40.00		<i>Ilex crenata</i> hetzi Transplant liners, 6 to 10 ins. ....	35.00	300.00	

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## COMING EVENTS

### MEETING CALENDAR

October 20 to 22—Texas Rose Festival, Tyler, Tex.

October 23 and 24—Montana-Wyoming Nursery and Turf Association, annual meeting, Hotel Baxter, Bozeman, Mont.

October 25 to 27—Plant Propagators Society, Western chapter, annual meeting, Asilomar conference grounds, Pacific Grove, Calif.

October 25 to 28—American Horticultural Society, 16th horticultural congress, Hotel Northampton and Wiggins Tavern, Northampton, Mass.

November 9 and 10—Holly Society of America, fall meeting, Williamsburg, Va.

November 30 and December 1—Wisconsin Nurserymen's Association, annual winter meeting, Hotel Lorraine, Madison, Wis.

December 4 and 5—Minnesota State Nurserymen's Association, annual convention, Curtis hotel, Minneapolis, Minn.

December 6 to 9—Plant Propagators Society, annual meeting, Manger Annapolis hotel, Washington 5, D. C.

December 11 and 12—Nebraska Association of Nurserymen, annual convention, Cornhusker hotel, Lincoln, Neb.

December 27—Connecticut Nurserymen's Association, annual meeting, Waverly Inn, Cheshire, Conn.

January 8 and 9—New York State Arborist Association, annual convention, Statler hotel, on Cornell University campus, Ithaca, N. Y.

January 8 to 10—Indiana Association of Nurserymen, winter meeting, Purdue Memorial Center, Purdue University, Lafayette, Ind.

January 8 to 10—Western Association of Nurserymen, annual convention, Hotel Continental, Kansas City, Mo.

January 8 to 11—Eastern Regional Nurserymen's Association and New York State Nurserymen's Association, joint convention and trade exposition, Concord hotel, Kiamasha Lake, N. Y.

January 10 to 12—Indiana Arborists' Association, Purdue Memorial Center, Purdue University, Lafayette, Ind.

January 11 to 13—Iowa Nurserymen's Association, winter meeting, Savery hotel, Des Moines, Ia.

January 15—National Mail Order Nurserymen's Association, winter meeting, Hotel La Salle, Chicago, Ill.

January 15 to 17—Illinois State Nurserymen's Association, annual convention, Hotel La Salle, Chicago, Ill.

January 16 and 17—Maryland Nurserymen's Association, winter meeting, Sheraton Inn, Baltimore, Md.

January 17 and 18—Connecticut nurserymen's short course, college of agriculture, University of Connecticut, Storrs, Conn.

January 18—Kansas Arborists Association, annual meeting, Wareham hotel, Manhattan, Kan.

January 18 and 19—Kansas State Shade Tree Conference, annual meeting, Kansas State University, Manhattan, Kan.

January 21 to 23—Virginia Nursery-  
[Continued on page 22]





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24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75
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<b>Biota aurea pyramidalis compacta</b>	
24 to 30 ins., B&B	1.00
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3 to 4 ft., B&B	1.50
<b>Biota bakeri</b>	
<b>Biota sibylli</b>	
18 to 24 ins., B&B	.75
24 to 30 ins., B&B	1.00
30 to 36 ins., B&B	1.25
3 to 4 ft., B&B	1.50
5 to 6 ft., B&B	2.00
5 to 6 ft., B&B	2.25
<b>Biota Blue Cone</b>	
15 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
3 to 4 ft., B&B	1.75
<b>Biota Bonita</b>	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.00
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24 to 30 ins., B&B	1.50
<b>Biota Bonita, upright</b>	
18 to 24 ins., B&B	.90
24 to 30 ins., B&B	1.00
30 to 36 ins., B&B	1.35
3 to 4 ft., B&B	1.60
<b>Biota excelsa</b>	
24 to 30 ins., B&B	1.00
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<b>Biota excelsa compacta</b> (Goodwin strain)	
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18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
<b>Biota fruitlandi</b>	
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18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75
<b>Cedrus deodara</b>	
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75
3 to 4 ft., B&B	2.25
4 to 5 ft., B&B	3.25
5 to 6 ft., B&B	4.25
<b>Cypress, Blue Lawson</b>	
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15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
<b>Juniper, Andorra</b>	
12 to 15 ins., B&B	.90
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18 to 24 ins., B&B	1.40
24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	2.25
3 to 4 ft., B&B	2.75
<b>Juniper, Andorra compacta</b>	
12 to 15 ins., B&B	1.25
15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	1.75
24 to 30 ins., B&B	2.25
<b>Juniper, Blue Vase</b> (Texas Star Juniper)	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
<b>Juniper, chinensis viridifolia</b>	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<b>Juniper, conferta</b> (Shore Juniper)	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.25
3 to 4 ft., B&B	2.75
<b>Juniper, glauca helzi</b>	
12 to 15 ins., B&B	.90
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	2.25
<b>Juniper, hibernica fastigiata</b>	
24 to 30 ins., B&B	.85
30 to 36 ins., B&B	1.00
3 to 4 ft., B&B	1.25

	Each
	25 or more
<b>Juniper, Pfitzer</b>	
<b>Juniper, Pfitzer compacta</b>	
12 to 15 ins., B&B	1.25
15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	2.00
24 to 30 ins., B&B	2.50
30 to 36 ins., B&B	2.50
<b>Juniper, Pfitzer Blue</b> (D. Hill Nursery Co. strain)	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	2.50
3 to 4 ft., B&B	3.00
<b>Juniper, Pfitzer Blue-Gray</b>	
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.75
<b>Juniper, Pfitzer nana</b>	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.75
24 to 30 ins., B&B	2.25
<b>Juniper, subina tamariscifolia</b>	
12 to 15 ins., B&B	1.25
15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	1.75
<b>Juniper, virginiana burki</b>	
24 to 30 ins., B&B	1.75
30 to 36 ins., B&B	2.00
3 to 4 ft., B&B	3.00
4 to 5 ft., B&B	3.25
<b>Juniper, virginiana burki compacta</b> (A counterpart of the well-known J. virginiana burki, except that this one is a beautiful spreading type, maintaining the well-known color of the upright form.)	
15 to 18 ins., B&B	1.50
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24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
3 to 4 ft., B&B	3.00
<b>Juniper, virginiana burki compacta, staked</b>	
24 to 30 ins., B&B	2.25
30 to 36 ins., B&B	2.75
<b>Juniper, virginiana canuerti</b>	
24 to 30 ins., B&B	2.25
30 to 36 ins., B&B	2.50
3 to 4 ft., B&B	3.25
4 to 5 ft., B&B	4.00
5 to 6 ft., B&B	4.50
<b>Juniper, virginiana Dundee</b>	
3 to 4 ft., B&B	3.50
4 to 5 ft., B&B	4.00
<b>Juniper, virginiana keteleeri</b>	
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.25
3 to 4 ft., B&B	2.75
4 to 5 ft., B&B	3.25
5 to 6 ft., B&B	3.50
<b>Thuja helzi Winter Green</b>	
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75
3 to 4 ft., B&B	2.00
4 to 5 ft., B&B	2.25
<b>Thuja occidentalis pyramidalis</b>	
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75
<b>Abelia grandiflora</b>	
18 to 24 ins., B&B	.75
2 to 3 ft., B&B	1.00
<b>Berberis julianae</b>	
12 to 15 ins., B&B	1.25
15 to 18 ins., B&B	1.50
18 to 24 ins., B&B	1.75
<b>Berberis sargentiana</b>	
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
30 to 36 ins., B&B	1.75
3 to 4 ft., B&B	2.25
<b>Buxus sempervirens</b>	
6 to 8 ins., B&B	.75
8 to 10 ins., B&B	.90
<b>Buxus sempervirens eroni</b>	
10 to 12 ins., B&B	.90
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
<b>Camellia sasanqua Maiden's Blush</b>	
18 to 24 ins., B&B	1.25
2 to 3 ft., B&B	1.50
<b>Cleyera japonica</b> (Ternstroemia)	
12 to 15 ins., B&B	.85
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
2 to 3 ft., B&B	1.50
<b>Elaeagnus fruitlandi</b>	
18 to 24 ins., B&B	.90
2 to 3 ft., B&B	1.00
3 to 4 ft., B&B	1.25
4 to 5 ft., B&B	1.50

	Each
	25 or more
<b>Elaeagnus pungens Dwarf</b>	
15 to 18 ins., B&B	.60
18 to 24 ins., B&B	.75
<b>Euonymus macrophyllus Pulchellus</b>	
4 to 6 ins., B&B	.60
6 to 8 ins., B&B	.75
<b>Euonymus patens, large-leaved</b>	
12 to 15 ins., B&B	.75
15 to 18 ins., B&B	.90
18 to 24 ins., B&B	1.00
(Deduct 50% if B.R. is wanted)	
<b>Euonymus radicans erectus</b>	
12 to 15 ins., B&B	.60
15 to 18 ins., B&B	.75
18 to 24 ins., B&B	.90
24 to 30 ins., B&B	1.10
30 to 36 ins., B&B	1.25
(Deduct 50% if B.R. is wanted)	
<b>Euonymus japonicus aureo-variegatus</b>	
12 to 15 ins., B&B	.60
15 to 18 ins., B&B	.75
18 to 24 ins., B&B	.90
24 to 30 ins., B&B	1.10
30 to 36 ins., B&B	1.25
3 to 4 ft., B&B	2.25
<b>Hex crenata convexa bullata</b>	
8 to 10 ins., B&B	.80
10 to 12 ins., B&B	.90
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
<b>Hex crenata hetzi</b>	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
<b>Hex crenata rotundifolia</b>	
10 to 12 ins., B&B	.90
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	1.75
<b>Hex glabra</b> (Inkberry)	
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.50
<b>Hex opaca East Palatka</b>	
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
3 to 4 ft., B&B	2.00
4 to 5 ft., B&B	2.50
5 to 6 ft., B&B	3.00
6 to 7 ft., B&B	3.50
<b>Hex opaca femina</b>	
6 to 6 ft., B&B	3.00
6 to 8 ft., B&B	4.00
<b>Hex opaca Howard, seedlings</b>	
2 to 3 ft., B&B	1.50
3 to 4 ft., B&B	2.00
4 to 5 ft., B&B	2.50
<b>Hex opaca Howard</b>	
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
3 to 4 ft., B&B	2.00
4 to 5 ft., B&B	2.50
5 to 6 ft., B&B	3.00
<b>Jasminum floridum</b>	
2 to 3 ft., B&B	.90
<b>Laurocerasus caroliniana</b> (Cherry Laurel)	
2 to 3 ft., B&B	1.25
3 to 4 ft., B&B	1.50
4 to 5 ft., B&B	2.25
5 to 6 ft., B&B	2.75
<b>Ligustrum ionandrum</b>	
18 to 24 ins., B&B	1.25
24 to 30 ins., B&B	1.40
<b>Ligustrum japonicum</b>	
30 to 36 ins., B&B	1.25
4 to 5 ft., B&B	1.50
<b>Ligustrum lucidum compactum</b>	
<b>Ligustrum texanum</b>	
18 to 24 ins., B&B	.85
24 to 30 ins., B&B	1.00
30 to 36 ins., B&B	1.25
<b>Magnolia grandiflora</b>	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
3 to 4 ft., B&B	2.00
4 to 5 ft., B&B	2.50
5 to 6 ft., B&B	3.50
6 to 8 ft., B&B	5.50
8 to 10 ft., B&B	7.50
<b>Nandina domestica</b>	
12 to 15 ins., B&B	.60
15 to 18 ins., B&B	.75
18 to 24 ins., B&B	.90
24 to 30 ins., B&B	1.00
30 to 36 ins., B&B	1.25
<b>Osmanthus aquifolium</b>	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25

Miss

Each  
25 or more

tus

All potted liners in this list will be shipped in paper cups or pots without extra charge. Orders for 25 to 249 of a variety in one size take the 100 rate. Orders for 250 or more of a variety in one size take the 1000 rate.

	Each	Each
	Per 100	Per 1000
<i>Osmanthus fortunei</i>		
15 to 15 ins., B&B	\$0.85	
2 to 3 ft., B&B	1.00	
15 to 24 ins., B&B	1.25	
24 to 30 ins., B&B	1.50	
<i>Photinia serrulata</i>		
15 to 24 ins., B&B	1.00	
2 to 3 ft., B&B	1.25	
3 to 4 ft., B&B	1.40	
4 to 5 ft., B&B	1.60	
<i>Pittosporum tobira</i>		
12 to 15 ins., B&B	1.00	
15 to 18 ins., B&B	1.25	
<i>Podocarpus sinensis</i>		
12 to 15 ins., B&B	1.00	
15 to 18 ins., B&B	1.25	
18 to 24 ins., B&B	1.50	
<i>Libanum tinus</i>		
3 to 4 ft., B&B	2.50	
4 to 5 ft., B&B	3.00	
<i>Acer palmatum atropurpureum</i>		
seedlings		
(Japanese Red-Leaved Maple)		
12 to 18 ins., B&B	\$1.00	
18 to 24 ins., B&B	1.50	
<i>Barberry, Red-Leaved</i>		
15 to 18 ins., B&B	1.00	
18 to 24 ins., B&B	1.25	
24 to 30 ins., B&B	1.50	
3 to 4 ft., B&B	1.75	
<i>Cornus florida</i>		
2 to 3 ft., B&B	1.00	
3 to 4 ft., B&B	1.40	
4 to 5 ft., B&B	2.00	
6 to 8 ft., B&B	3.50	
<i>Cornus florida Cherokee Princess</i>		
18 to 24 ins., B&B	1.25	
2 to 3 ft., B&B	1.50	
<i>Cornus florida rubra</i>		
18 to 24 ins., B&B	1.25	
2 to 3 ft., B&B	1.50	
3 to 4 ft., B&B	2.50	
<i>Crape Myrtle, Wm. Toovey</i>		
12 to 15 ins., B&B	.80	
18 to 24 ins., B&B	.90	
2 to 3 ft., B&B	1.00	
<i>Lonicera Flaming Beauty</i>		
18 to 24 ins., B&B	\$1.00	
24 to 30 ins., B&B	1.25	
<i>Lonicera fragrantissima</i>		
(Winter Honeysuckle)		
4 to 5 ft., B&B	1.50	
<i>Magnolia soulangiana</i>		
18 to 24 ins., B&B	1.50	
2 to 3 ft., B&B	1.75	
3 to 4 ft., B&B	2.25	
<i>Magnolia soulangiana nigra</i>		
18 to 24 ins., B&B	1.25	
2 to 3 ft., B&B	1.50	
<i>Magnolia stellata</i>		
15 to 18 ins., B&B	1.20	
18 to 24 ins., B&B	1.60	
2 to 3 ft., B&B	2.00	
<i>Spiraea reevesiana flore-pleno</i>		
2 to 3 ft., B&B	.90	
3 to 4 ft., B&B	1.00	
4 to 5 ft., B&B	1.25	
<i>Hedera helix (English Ivy)</i>		
18 to 24 ins., B&B	1.50	

## LINING-OUT STOCK

	Each	Each
	Per 100	Per 1000
<i>Buxus japonica</i>		
2 1/4-in. pots	\$0.11	\$0.10
2 1/2-in. pots	.12	.11
<i>Buxus sempervirens</i>		
2 1/4-in. pots	.15	.14
2 1/2-in. pots	.17	.16
<i>Buxus sempervirens croni</i>		
Rooted cuttings	.10	.08
2 1/4-in. pots	.11	.10
2 1/2-in. pots	.13	.12
<i>Buxus suffruticosa</i>		
2 1/4-in. pots	.16	.14
3-in. pots	.20	.18
3 1/2-in. pots	.22	.20
<i>Cleyera japonica (Ternstroemia)</i>		
*2 1/4-in. pots	.14	.13
*2 1/2-in. pots	.16	.15
<i>Elaeagnus fruitlandi</i>		
*2 1/2-in. pots	.15	.14
<i>Elaeagnus pungens, Dwarf</i>		
2 1/4-in. pots	.19	.18
2 1/2-in. pots	.21	.20
<i>Eurya emarginata (Cleyera ochnacea)</i>		
2 1/2-in. pots	.19	.18
3-in. pots	.21	.20
<i>Gardenia fortunei</i>		
2 1/2-in. pots	.16	.15
<i>Ilex cornuta burfordi</i>		
2 1/4-in. pots	.16	.15
2 1/2-in. pots	.17	.16
<i>Ilex cornuta femina</i>		
2 1/2-in. pots	.17	.16
<i>Ilex cornuta, Male</i>		
2 1/4-in. pots	.16	.15
<i>Ilex crenata buxifolia</i>		
2 1/4-in. pots	.13	.12
2 1/2-in. pots	.15	.14
<i>Ilex crenata bullata, seedlings</i>		
2 1/4-in. pots	.11	.10
<i>Ilex crenata convexa bullata</i>		
2 1/4-in. pots	.15	.14
2 1/2-in. pots	.16	.15
<i>Ilex crenata fosteri No. 1</i>		
(A new, very low-growing, very compact spreader. Its small serrated leaves are not convex and are more pointed than those of convexa.)		
2 1/4-in. pots	.18	.16
2 1/2-in. pots	.20	.18
<i>Ilex crenata hetzi</i>		
4 to 6 ins., bed-grown	.14	.13
2 1/4-in. pots	.16	.15
2 1/2-in. pots	.17	.16
<i>Ilex crenata repandens</i>		
2 1/4-in. pots	.15	.14
2 1/2-in. pots	.17	.16
<i>Ilex crenata rotundifolia</i>		
6 to 8 ins., T.	.16	.15
2 1/4-in. pots	.15	.14
2 1/2-in. pots	.16	.15
<i>Ilex opaca East Palatka</i>		
2 1/4-in. pots	.13	.12
2 1/2-in. pots	.14	.13
<i>Ilex opaca femina</i>		
2 1/4-in. pots	.17	.16
2 1/2-in. pots	.18	.17
<i>Ilex opaca Howard, seedlings</i>		
2 1/4-in. pots	.12	.10
2 1/2-in. pots	.14	.12
<i>Ilex opaca Howard</i>		
2 1/4-in. pots	.12	.11
2 1/2-in. pots	.14	.13
<i>Jasminum floridum</i>		
*2 1/4-in. pots	\$0.11	\$0.10
<i>Laurocerasus caroliniana</i>		
(Cherry Laurel)		
6 to 8 ins., bed-grown	.05	.04
2 1/4-in. pots	.14	.13
2 1/2-in. pots	.15	.14
<i>Ligustrum texanum</i>		
2 1/4-in. pots	.16	.15
2 1/2-in. pots	.17	.16
<i>Magnolia grandiflora</i>		
6 to 8 ins., bed-grown	.07	.06
8 to 12 ins., bed-grown	.09	.08
2 1/4-in. pots	.14	.13
2 1/2-in. pots	.15	.14
<i>Nandina domestica</i>		
2 1/4-in. pots	.11	.10
2 1/2-in. pots	.13	.12
<i>Osmanthus aquifolium</i>		
2 1/4-in. pots	.16	.15
2 1/2-in. pots	.17	.16
<i>Osmanthus fortunei</i>		
2 1/2-in. pots	.18	.17
<i>Photinia glabra</i>		
2 1/4-in. pots	.17	.16
2 1/2-in. pots	.18	.17
<i>Photinia serrulata</i>		
4 to 6 ins., S.	.04	.03
6 to 8 ins., S.	.06	.05
2 1/4-in. pots	.16	.15
<i>Pittosporum tobira</i>		
2 1/4-in. pots	.11	.10
2 1/2-in. pots	.13	.12
<i>Podocarpus sinensis</i>		
2 1/4-in. pots	.17	.16
<i>Pyracantha bellii</i>		
2 1/4-in. pots	.19	.17
2 1/2-in. pots	.20	.18
3-in. pots	.24	.22
<i>Pyracantha formosana</i>		
2 1/4-in. pots	.16	.15
<i>Pyracantha Government Red</i>		
2 1/4-in. pots	.18	.16
<i>Pyracantha graberi</i>		
2 1/4-in. pots	.18	.16
2 1/2-in. pots	.20	.18
<i>Pyracantha yunnanensis</i>		
2 1/4-in. pots	.16	.15
2 1/2-in. pots	.19	.17
3-in. pots	.22	.20
<i>Viburnum suspensum</i>		
2 1/2-in. pots	.20	.18
<i>Acer palmatum atropurpureum</i>		
seedlings		
(Red-Leaved Maple)		
2 1/4-in. pots	.21	.20
2 1/2-in. pots	.26	.25
<i>Barberry, Red-Leaved</i>		
*2 1/2-in. pots	.13	.12
<i>Cornus florida</i>		
2 1/4-in. pots	.09	.08
2 1/2-in. pots	.12	.10
<i>Eunymus alatus compactus</i>		
2 1/4-in. pots	.16	.15
2 1/2-in. pots	.17	.16
<i>Lagerstroemia indica</i>		
(Wm. Toovey Crape Myrtle)		
2 1/4-in. pots	.17	.16
2 1/2-in. pots	.20	.18
<i>Magnolia soulangiana leneel</i>		
Late-flowering pink		
*2 1/2-in. pots	.27	.25
<i>Magnolia stellata</i>		
2 1/2-in. pots	.27	.25
<i>Sweet Gum (Liquidambar)</i>		
6 to 8 ins., bed-grown	.06	.05

SPECIAL NOTICE: Items marked by (\*) asterisk will be available for delivery late spring of 1962. All items not so marked are ready for immediate or later shipment to suit customer's requirements.

T. G. OWEN &amp; SON, INC.

Columbus, Miss.



## HESS' QUALITY SEEDLINGS AND TRANSPLANTS

### SEEDLINGS

<i>Abies concolor</i> , 6 to 8 ins., 3-yr. ....	100 \$10.00	1000 \$75.00	<i>Pseudotsuga taxifolia glauca</i> , 8 to 10 ins., 3-yr. ....	100 \$8.50	1000 \$75.00
<i>Abies concolor</i> , 4 to 6 ins., 4-yr., T. ....	15.00	120.00	<i>Pseudotsuga taxifolia glauca</i> , 6 to 10 ins., 4-yr., T. ....	15.00	125.00
<i>Abies concolor</i> , 6 to 10 ins., 4-yr., T. ....	20.00	175.00	<i>Quercus palustris</i> , 6 to 10 ins., 1-yr. ....	6.50	50.00
<i>Acer palmatum</i> , 4 to 8 ins., 1-yr. ....	6.50	50.00	<i>Quercus palustris</i> , 15 to 24 ins., 2-yr. ....	12.00	100.00
<i>Acer pensylvanicum</i> , 12 to 18 ins., 2-yr. ....	10.00	75.00	<i>Quercus robur</i> , understock, 2 1/2-in. pots .....	20.00	....
<i>Acer platanoides</i> , 12 to 18 ins., 2-yr. ....	15.00	100.00	<i>Sophora japonica</i> , 4 to 8 ins., 1-yr. ....	7.50	50.00
<i>Acer rubrum</i> , 10 to 18 ins., 2-yr. ....	7.00	60.00	<i>Sorbus aucuparia</i> , 8 to 12 ins., 1-yr. ....	7.50	50.00
<i>Acer rubrum</i> , 18 to 24 ins., 2-yr. ....	12.00	100.00	<i>Syringa vulgaris</i> , 4 to 8 ins. ....	6.50	50.00
<i>Castanea mollissima</i> , 12 to 18 ins., 1-yr. ....	35.00	250.00	<i>Taxus capitata</i> , 3 to 6 ins., 2-yr. ....	10.00	80.00
<i>Cornus florida</i> , 8 to 12 ins., 1-yr. ....	6.00	50.00	<i>Taxus capitata</i> , 6 to 8 ins., 3-yr. ....	15.00	125.00
<i>Crataegus phaeopyrum</i> , 18 to 24 ins., 3-yr. ....	12.00	85.00	<i>Thuja occidentalis</i> , 8 to 10 ins., 3-yr. ....	7.50	60.00
<i>Ginkgo biloba</i> , 6 to 8 ins., 1-yr. ....	15.00	120.00	<i>Thuja orientalis</i> , 8 to 12 ins., 2-yr. ....	6.00	50.00
<i>Ilex opaca</i> , 10 to 15 ins., 2-yr. ....	15.00	125.00	<i>Tsuga canadensis</i> , 6 to 10 ins., T. ....	20.00	175.00
<i>Koeleria paniculata</i> , 6 to 10 ins., 1-yr. ....	10.00	85.00	<i>Tsuga caroliniana</i> , 6 to 10 ins., 4-yr., T. ....	35.00	300.00
<i>Laburnum anagyroides</i> , 4 to 8 ins., 1-yr. ....	8.50	70.00	<i>Ulmus americana</i> , 6 to 10 ins., 1-yr. ....	3.50	25.00
<i>Magnolia virginiana</i> , 12 to 18 ins., 2-yr. ....	15.00	120.00	<b>HEAVY TRANSPLANTS</b>		
<i>Myrica pensylvanica</i> , 4 to 8 ins., 1-yr. ....	6.00	50.00	<i>Azalea calendulacea</i> , 2-yr. ....	100 \$3.00	1000 \$25.00
<i>Phellodendron amurense</i> , 8 to 12 ins., 1-yr. ....	7.50	50.00	<i>Azalea mollis</i> , 2-yr. ....	3.00	25.00
<i>Phellodendron amurense</i> , 18 to 24 ins., 2-yr. ....	10.00	75.00	<i>Azalea mucronulata</i> , 2-yr. ....	3.00	25.00
<i>Photinia villosa</i> , 18 to 24 ins., 2-yr. ....	15.00	100.00	<i>Azalea schlippenbachii</i> , 2-yr. ....	3.00	25.00
<i>Picea abies</i> , 6 to 8 ins., 2-yr. ....	6.00	50.00	<i>Chamaecyparis filifera aurea</i> , 8 to 12 ins., 3-yr. ....	3.00	25.00
<i>Picea abies</i> , 8 to 12 ins., 3-yr. ....	7.50	65.00	<i>Chamaecyparis plumosa sulphurea</i> , 10 to 12 ins., 3-yr. ....	3.00	25.00
<i>Picea abies</i> , 10 to 15 ins., 4-yr., T. ....	15.00	100.00	<i>Enkianthus campanulatus</i> , 2-yr. ....	3.00	25.00
<i>Picea abies</i> , understock .....	10.00	85.00	<i>Juniperus depressa plumosa</i> , 2-yr. ....	2.50	20.00
<i>Picea engelmannii</i> , 3 to 6 ins., 2-yr. ....	6.00	50.00	<i>Juniperus pfitzeriana compacta</i> , 8 to 12 ins., 3-yr. ....	3.50	25.00
<i>Picea engelmannii</i> , 6 to 10 ins., 3-yr. ....	10.00	75.00	<i>Leucothoe catesbaei</i> , 2-yr. ....	3.00	25.00
<i>Picea glauca</i> , 3 to 6 ins., 2-yr. ....	5.00	40.00	<i>Pieris japonica</i> , 2-yr. ....	3.00	25.00
<i>Picea glauca</i> , 8 to 12 ins., 3-yr. ....	10.00	75.00	<i>Rhododendron smirnowi</i> , 2-yr. ....	3.00	25.00
<i>Picea omorika</i> , 4 to 8 ins., 2-yr. ....	10.00	75.00	<i>Taxus anthony wayne</i> (Plant Patent 1617), 15 to 18 ins., 3-yr. ....	8.50	75.00
<i>Picea pungens glauca</i> , 6 to 8 ins., 2-yr. ....	5.00	40.00	<i>Taxus cuspidata densiformis</i> , 2-yr., etbk. ....	3.00	25.00
<i>Picea pungens glauca</i> , 8 to 12 ins., 3-yr. ....	7.50	65.00	<i>Taxus cuspidata densiformis</i> , 8 to 12 ins., 3-yr., etbk. ....	4.00	35.00
<i>Picea pungens glauca</i> , 8 to 12 ins., 4-yr., T. ....	25.00	200.00	<i>Taxus cuspidata F. &amp; F. compacta</i> , 8 to 10 ins., 3-yr., etbk. ....	4.00	35.00
<i>Pinus contorta latifolia</i> , 4 to 8 ins., 2-yr. ....	6.00	50.00	<i>Taxus cuspidata nana</i> , 4 to 8 ins., 2-yr. ....	3.50	30.00
<i>Pinus densiflora</i> , 4 to 8 ins., 2-yr. ....	6.00	50.00	<i>Taxus media brownii</i> , 3-yr., etbk. ....	4.00	35.00
<i>Pinus mugo</i> (True Dwarf Tyrolean), 3 to 4 ins., 2-yr. ....	5.00	40.00	<i>Taxus media cliftonii</i> , 6 to 10 ins., 3-yr., etbk. ....	4.00	35.00
<i>Pinus mugo</i> (True Dwarf Tyrolean), 3 to 6 ins., 3-yr. ....	7.50	60.00	<i>Taxus media hatfieldii</i> , 8 to 12 ins., 2-yr. ....	3.00	25.00
<i>Pinus mugo pumilio</i> , 3 to 4 ins., 2-yr. ....	5.00	40.00	<i>Taxus media henryi</i> , 2-yr., etbk. ....	3.00	25.00
<i>Pinus mugo pumilio</i> , 3 to 6 ins., 3-yr. ....	7.50	60.00	<i>Taxus media henryi</i> , 8 to 12 ins., 3-yr., etbk. ....	4.00	35.00
<i>Pinus nigra</i> , 4 to 8 ins., 2-yr. ....	5.00	40.00	<i>Taxus media hicksii</i> , 8 to 12 ins., 3-yr., etbk. ....	4.00	35.00
<i>Pinus strobus</i> , 8 to 12 ins., 3-yr. ....	10.00	75.00	<i>Taxus media Vermeulen</i> , 8 to 12 ins., 2-yr. ....	3.00	25.00
<i>Pinus sylvestris</i> (non-yellowing strain), 4 to 8 ins., 2-yr. ....	6.00	50.00	<i>Taxus media wardii</i> , 3-yr., etbk. ....	4.00	35.00
<i>Pinus sylvestris</i> , 12 to 18 ins., 4-yr., T. ....	20.00	125.00	<i>Thuja occidentalis pyramidalis</i> , 15 to 18 ins., 3-yr. ....	3.00	25.00
<i>Pinus sylvestris repensis</i> (Riga), 6 to 8 ins., 2-yr. ....	5.00	40.00	<b>5-YR., TWICE-TRANSPLANTED — TRIMMED</b>		
<i>Pinus thunbergii</i> , 4 to 8 ins., 2-yr. ....	6.50	50.00	<i>Taxus cuspidata densiformis</i> ..	10 \$8.50	100 \$75.00
<i>Pinus thunbergii</i> , 12 to 18 ins., 3-yr. ....	8.50	75.00	<i>Taxus cuspidata F. &amp; F.</i>	8.50	75.00
See the Sept. 15 Issue for Listing of Potted Liners. Complete List on Request.			<i>compacta</i> .....	8.50	75.00
			<i>Taxus media Halloran</i> .....	8.50	75.00
			<i>Taxus media henryi</i> .....	8.50	75.00
			<i>Taxus media Moon's columnaris</i> ..	8.50	75.00

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**THE FRIENDLY EVERGREENS**, by L. L. Kumlien. Planting propagation, culture, digging and transplanting. 237 p. 500 illus., 82 in color. \$10.00, postpaid. American Nurseryman, 343 S. Dearborn St., Chicago 4, Ill.

men's Association, annual convention, Hotel John Marshall, Richmond, Va.

January 22 to 24—Ontario Nurserymen's Association, annual convention, Sheraton-Connaught hotel, Hamilton, Ont., Canada.

January 22 to 24—Kentucky State Nurserymen's Association, annual convention, Phoenix hotel, Lexington, Ky.

January 22 to 25—Annual Ohio State University short course for arborists; landscape gardeners and garden center operators, and nurserymen and the annual meeting of the Ohio Nurserymen's Association, Neil House, Columbus, O.

January 23 and 24—Pennsylvania Nurserymen's Association, winter meeting, Penn-Sheraton hotel, Pittsburgh, Pa.

January 23 to 25—Michigan Association of Nurserymen, annual convention, Statler-Hilton hotel, Detroit, Mich.

January 24 and 25—Oregon Association of Nurserymen, winter convention, Marian Motor hotel, Salem, Ore.

January 28 and 29—Tennessee Nurserymen's Association, winter meeting, Capitol Park Inn, Nashville, Tenn.

January 28 to 30—National Arborist Association, winter meeting, Mayflower hotel, Washington, D. C.

January 29 to 31—Washington State Nurserymen's Association, winter convention, Benjamin Franklin hotel, Seattle, Wash.

February 7 to 9—International Shade Tree Conference, Midwest chapter, annual convention, Hotel Fort Des Moines, Des Moines, Ia.

February 22 and 23—International Shade Tree Conference, Canadian chapter, annual convention, Hotel St. Catharines, St. Catharines, Ont., Canada.

February 26 to 28—International Shade Tree Conference, Southern chapter, annual convention, Hotel Admiral Semmes, Mobile, Ala.

### WISCONSIN WINTER DATE

The Hotel Lorraine, Madison, Wis., has been named the location for the annual winter meeting of the Wisconsin Nurserymen's Association November 30 and December 1, it has been announced by Thomas S. Pinney, Evergreen Nursery Co., Sturgeon Bay, Wis., secretary-treasurer of the organization. Wade Kumlien, Kumlien Nursery, Janesville, is the program chairman.

### MONTANA-WYOMING PLANS

A detailed account of events scheduled for the annual meeting of the Montana-Wyoming Turf and Nursery Association, to be held October 23 and 24 on the Montana State College Campus, Bozeman, with headquarters at the Hotel Baxter, was recently released by James S. Caras, Missoula, secretary, as follows:

#### OCTOBER 23

8:30 a. m.—Registration, at the Agriculture building, Montana State College, Bozeman.

9 a. m.—Opening, by President Nick Poncellet, Poncellet Landscaping, Great Falls, Mont.

9:05 a. m.—Welcome, by Torlief S.

# Here's why you get Better Trees and Nursery Stock from COLE

FOR more than three quarters of a century Cole Nursery Company has concentrated its efforts on developing and producing only the better varieties and highest-quality trees, shrubs, evergreens, hedge plants, vines and ground covers. The extensive experience gained since 1881 is now applied at our 1200-acre properties at Painesville and Circleville, Ohio. These large-scale operations are among the most modern nurseries in the industry.

Ideal soil and climate conditions, careful preparation and proper irrigation contribute to the quality of Cole plants. Highly mechanized systems of planting, cultivating and root pruning produce strong, healthy plants, with more compact root systems, at lower cost. Mechanical digging methods and careful packing assure delivery of Cole nursery stock in good condition with uninjured roots.

Literally millions of trees and plants, in more than 360 varieties, give you a dependable source of material to meet your needs in large quantity and wide variety. Write for our new catalog.



## Spectacular SUNBURST

\*(Plant Patent No. 1313)

The sensational, new two-color tree with brilliant yellow foliage on branch tips. It appears to burst with bloom all summer long.

## Stock these patented New Cole Originals for sure profits



### Cole's New IMPERIAL

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The graceful, spreading, new Honeylocust that grows strong and straight *without staking*. A favorite of landscape men and tree experts.



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Distinctive, stately variety with strong trunk and shapely crown. *Needs no staking*. Dark green foliage has heavy, leathery texture.



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A thornless, glossy Columnar Buckthorn that grows to 12 feet. Ideal for tall, narrow, dense hedges or screens. Bears colorful berries.

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Aasheim, director, co-operative extension service.

9:30 a. m.—"Associations," by Dr. John L. Fisher, head of the department of agricultural economics and rural sociology, M. S. C.

10 a. m.—Disease Control in Ornamental Plants," by Dr. M. M. Afanasiev, plant pathologist, M. S. C.

10:50 a. m.—"Insects and Insecticides," by George R. Roemhild, assistant state entomologist.

11:30 a. m.—"Merchandising," by Dr. Larson, commerce department, M. S. C.

12:15 p. m.—Lunch.

1:30 p. m.—Panel (open discussion) "New Plant Materials and Nursery Problems."

3:15 p. m.—Tour of M. S. C. greenhouse.

3:45 p. m.—Tree-planting demonstration, by Richard T. Marks, extension forester, M. S. C.

4:15 p. m.—Tour of M. S. C. nursery and gardens, with Dr. V. E. Iverson and O. W. McCarver.

6:30 p. m.—No-host dinner. Program by the Krause brothers, of the Krause Nursery, Spokane, Wash.

### OCTOBER 24

8 a. m.—Breakfast and business meeting, Hotel Baxter.

9:30 a. m.—Talk on "Turf," by L. C. Avers, University of Wyoming, Laramie, Wyo.

10:40 a. m.—"Chemicals for Turf," by

a representative of the Morton Chemical Co., Chicago, Ill.

11:10 a. m.—Panel and open discussion on turf problems, with Dr. Iverson, moderator.

12:15 p. m.—Lunch, Student Union cafeteria.

1:30 p. m.—"Soil Fertility and Fertilizers."

2:30 p. m.—Equipment demonstration, by Nick Poncelet.

2:45 p. m.—Informal tours of local nurseries, golf courses and the campus.

### WESTERN PROPAGATORS

Symposiums concerning use of growth regulators and light in relation to propagation; with the selection, production and distribution of certified nursery stock, and with the new international code of nomenclature will be featured at the second annual meeting of the western region of the Plant Propagators Society, according to Dale E. Kester, secretary-treasurer of the society. The meeting is open both to members and nonmembers this year. A tentative program of the event, to be held October 25 to 27

at the Asilomar conference grounds, Pacific Grove, Calif., follows:

### OCTOBER 25

6 p. m.—Dinner.

7:30 p. m.—Welcome address, by Donald Hartman, president.

Symposium: "Growth Regulators in Relation to Plant Propagation," with Dr. J. Van Overbeek, Shell Laboratories, Modesto, Calif., and Dr. H. T. Hartmann, department of pomology, University of California at Davis.

### OCTOBER 26

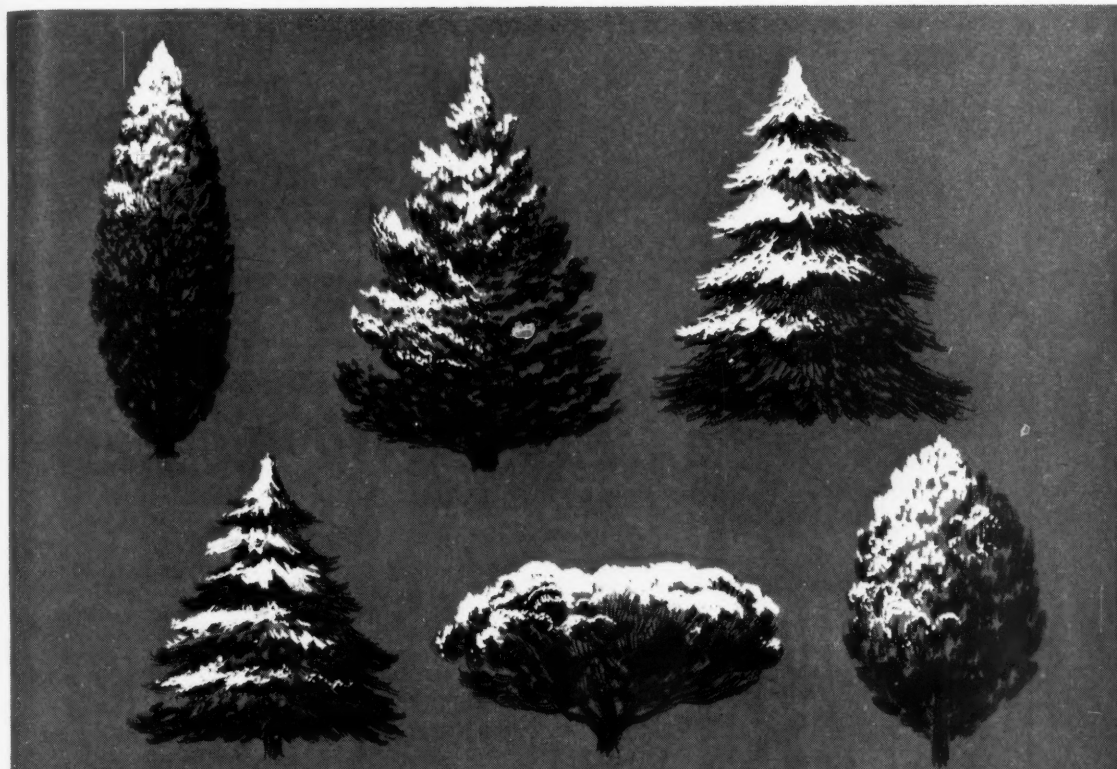
9 a. m.—Symposium, with Maunsell Van Rensselaer, director, Saratoga Horticultural Foundation, Saratoga, Calif., moderator.

"Progress in the Production and Distribution of Certified Stock," by Walter D. Krause, head, field service and research department, Stribling's Nurseries, Inc., Merced, Calif., and Dr. Curtis J. Alley, associate specialist, agricultural experiment station, University of California at Davis.

"Current Methods in the Selection and Production of Nursery Stock," by O. A. Matkin, director, Soil & Plant Laboratory, Inc., Orange, Calif., and Paul W. Moore, Willitts & Newcomb, Thermal, Calif.

"Progress in Bringing Nomenclature [Continued on page 28]





## WILT PRUF STOPS WINTER-KILL in shrubs, trees, roses...and in sales, too!



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**SELL now...** it's your one sure answer to the seasonal slump. Gardeners need winter-kill protection, too, and Wilt-Pruf demand picks up where other garden items leave off!

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## PLUSH RAYON BLEND FLOC

(used with plain water ONLY...no adhesives)

## MAKES MORE MONEY for YOU!

**These New, Low Prices Let You Make More Money!**

Whiter-Than-White,  
Chilly Pink, Ice Blue

Quantity	Per lb.
1 to 24 lbs.	80¢
25 to 499 lbs.	70¢
500 to 999 lbs.	65¢
1000 to 1999 lbs.	60¢
2000 lbs. or more	58¢

11 VIVID COLORS:

#2510 Green, #5510 Turquoise, #6540 Orange,  
#6520 Rose Red, #6510 Scarlet, #3510 Black,  
#4520 Gold, #6530 Vivid Pink, #2530 Lime,  
#4510 Chartreuse, #5520 Sky Blue

Quantity	Per lb.
1 to 24 lbs.	90¢
25 to 499 lbs.	80¢
500 to 999 lbs.	75¢
1000 to 1999 lbs.	70¢
2000 lbs. or more	68¢

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Terms: 25% deposit with order . . . balance C.O.D. Net remittance with order saves you C.O.D. charges. All F.O.B. Chicago.

We are the No. 1 Manufacturers of flocking supplies and equipment . . . so we've had the most experience in producing top-quality products and are able to offer them at the lowest prices on the market! We invite comparison on quality and price. We sell direct from factory to you!

**Here's Why:**

#### **SUPERIOR RESULTS**

You get a thick, rich, luxurious, stand-up pile that your customers can see, feel, appreciate, want and buy! It has the quality-look . . . doesn't ball or mat-down, will not flake or drop off even under rough treatment, and the color stays lively longer! The result is so beautiful, so superior that people are glad to pay top prices! and you make more money!

#### **YOU PAY LESS**

Our research and development has resulted in a new, improved method of volume production. This method saves us money, and this saving is passed directly on to you in NEW, LOW PRICES! and you make more money!

#### **BETTER COVERAGE**

Because Floc-Flo was first by far to bring you this type of flock, we've had the most experience and more time to perfect it! This results in the best coverage per pound of any flock on the market! Coverage so good, in fact, that there's no waste, and you use 25% to 40% less than others, and make more money!

#### **MORE PRODUCTION**

Because this is a simple, easy, one-step operation it is faster to apply, saving you both time and labor! and you make more money!

#### **EASIEST TO USE**

You use just good old PLAIN WATER, no catalyst, no mixing, no nothing! You save on both the cost of adhesive, and the time it takes to clean your equipment from the sticky mess some adhesives cause, plus the slow-down in production . . . and you make more money!

"Miracle Self-Stick Floc" is always uniform, always free-flowing, not affected by humidity, heat or cold. Fire retardant! No toxic fumes, no mixing problems, no discoloration! Minimizes dust!

**"MIRACLE SELF-STICK FLOC" Is Sold To You  
On A SATISFACTION GUARANTEED BASIS!**

Ideal for flocking METAL TREES, natural greens, boughs, wreaths, center pieces, etc.

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## FLOC-FLO® MITY MITE FLOCKING DEAL



1-GUN METHOD\*

Includes EVERYTHING You Need To Be In The Very Profitable Tree Flocking Business!

• Your profit on flocking 50 trees will more than pay the cost of this deal!

HERE'S WHAT YOU GET:

ACTUAL VALUE

1 "Mity-Mite" Portable FLOCKING MACHINE.....	\$250.00
New 1 GUN METHOD* (for use with "Miracle Self-Stick Floc.") Holds 6 lbs. of flock, enough for up to an 8 ft. tree. Features a self contained air system (no compressor needed), adjustable flock feed control, foot switch, and powerful, fast motor and blower. Just attach to any water outlet with normal pressure, plug in to your electrical outlet and flock... that's all there is to it! Machine complete with "Combo" gun and hose, water hose and connectors, ready to operate!	
200 lbs. "MIRACLE SELF-STICK FLOC" @ 80c lb.....	\$160.00
(enough for 50 trees)	
USE PLAIN WATER ONLY... no adhesives. Choice of all white or combination of white, pink and blue. All fire retardant.	
25 lbs. "JACK FROST SPARKLES" @ 25c lb.....	6.25
50 "WIRE WONDER 26" Heavy Duty CHRISTMAS TREE STANDS @ 50c each.....	25.00
50 POLY TUBES @ 50c each.....	25.00
1 ELECTRIC TURN TABLE.....	36.50

ACTUAL  
SELLING PRICE502<sup>75</sup>

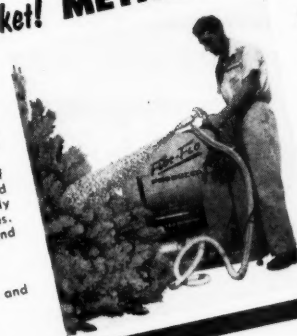
\*New 1 Gun Method Eliminates All This Costly Equipment:

- Compressor.....\$107.00 to \$312.00
- Supply Tank.....36.50
- Gun (for water or adhesives).....46.00
- 3 Hoses.....15.75

Add it all up and see the additional saving on equipment YOU DON'T HAVE TO BUY with this method!

**New! Improved! Finest on the Market!**

- complete with "Combo" gun, electric foot switch for instant on-and-off control of flock stream, 10 ft. reinforced 1 1/4 in. flock hose, and water hose with connectors... ready to operate, nothing else to buy!
- Brand New 1962 Model Flocks 8-Foot Tree in just 5 minutes! The only machine that will handle all types of flock!
- INSTANT CHANGE DUMP HOPPER holds 25 lbs. of flock! Its constant agitation feature is guaranteed to positively eliminate all bridging, and to supply a full, continuous, steady flow of flock at all times.
- For all colors... changes instantly, saves time and labor!
- Exact Volume Control adjusts flock stream.
- Automatic Flock Conditioner.
- No outside air supply needed... just plug-in and flock.
- Portable—mounted on rollers—easily moved.



## FLOC-FLO® PRODUCER 1 GUN METHOD\* FLOCKING MACHINES

- WE HAVE FOUR PLANS TO OFFER YOU
- SALE**—\$475.00 Cash with order. We pay freight. If machine does not meet with your approval after three months, send it back collect and we refund \$300.00 immediately, a new machine, or what you wish. YOU'RE THE BOSS!
  - RENT**—\$150.00 per three-month period—Only \$1.66 per day. Return freight \$25.00. Total \$175.00.
  - TIME PAYMENT**—(24 months) 24 monthly payments of \$475.00 Total Sale Price \$12.75 each, interest and carrying charges included. Payments start Jan. 1, 1962. \$175.00 Down Payment \$300.00 Balance
  - TIME PAYMENT**—(5 seasonal payments—18 months) Each payment \$62.00 including interest and carrying charge. You decide the schedule. \$475.00 Total Sale Price \$175.00 Down Payment \$300.00 Balance

## CONVERSION KIT

"Combo" Gun, Foot switch, 10 ft. FLOCK HOSE, and WATER HOSE with connectors, to convert your old machine to the new one gun method, only.....\$69.50

COMPLETE DEAL

\$450<sup>00</sup>

"MITY-MITE" FLOCKING MACHINE complete with "Combo" gun and hose, water hose and connectors, ready to operate, \$250.00.

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## BURFORD HOLLY

Beautiful sheared specimens to 8 ft.

Available in quantity

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*Ilex convexa*  
*Ilex crenata*

*Ilex helleri*  
*Ilex microphylla*

*Ilex opaca femina*  
*Ilex rotundifolia*

White Dogwood  
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Willow Oak  
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### LANDSCAPE-SIZE PLANT MATERIALS

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**QUALITY STOCK GROWN BY US**

Roses, Azaleas, Evergreens, California  
Privet, Green Barberry, Red Barberry  
(fine strain).

Seedlings and transplants.

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**WESTERN  
MAINE Forest  
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Your best source for hardy, northern-  
grown evergreen transplants and  
seedlings. Write for wholesale price list.

of Western Ornamentals into Conformity with the International Code of Nomenclature for Cultivated Plants," by Dr. Elizabeth McClintock, the associate curator, department of botany, California Academy of Sciences, San Francisco, and Wray F. Hiltabrand, assistant to the chief, division of plant industry, California state department of agriculture.

11 a. m.—Business session.

1:30 p. m.—Symposium: "Light in Relation to Propagation," with Dr. V. T. Stoutemyer, department of ornamental horticulture, University of California at Los Angeles, moderator, and Dr. Albert Pieringer, Jr., United States Department of Agriculture, Beltsville, Md.; Dr. Roy Sachs, department of landscape horticulture, University of California at Davis, and E. F. Frolik, department of horticultural science, University of California at Los Angeles.

5 p. m.—Social mixer.

8 p. m.—Plant propagation question box, with Percy Everett, Rancho Santa Ana Botanic Gardens, Claremont, Calif., moderator.

OCTOBER 27

9 a. m.—Symposium: "Propagation of Selected Plants," with Dennison Morey, Jackson & Perkins Co. of California, Pleasanton, moderator. Plants to be considered are *Juniperus chinensis torulosa*, *Juniperus conferta*, *xylosma* and *Convolvulus cneorum*.

11 a. m.—Final business session.

12:30 p.m.—Luncheon.

### CONNECTICUT COURSE

Plants and business are the twin themes of the 10th annual short course for Connecticut nurserymen to be held January 17 and 18 at the college of agriculture, University of Connecticut, at Storrs. The annual event is staged by the plant science department of the college with the co-operation of the Connecticut Nurserymen's Association. Arrangements are being made by William Scott, Scott's Nursery, Bloomfield, chairman of the college short course committee, and committee members Michael Johnson, Madison; Albert Gledhill, West Hartford; Frank Kogut, Jr., Meriden, and Robert Baker, Tariffville. Co-ordinating arrangements in behalf of the university is Kenneth A. Bradley, of the department of plant science.

### ARBORISTS' WINTER MEET

The annual winter meeting of the National Arborist Association is scheduled for January 28 to 30, according to Paul E. Tilford, executive secretary. The Mayflower hotel, Washington, D. C., will be headquarters for the sessions.

### TENNESSEE WINTER MEET

January 28 and 29 have been confirmed by D. P. Henegar, executive secretary of the Tennessee Nurserymen's Association, as the

# LINERS

## AZALEA ROOTED CUTTINGS

They will have a sand and peat moss ball and will be ready October through December. If spring shipment is desired, add 1c to all quoted prices.

## GABLE HYBRIDS

Mildred Mae, early, lavender  
Lorna, double, pink  
Herbert, semidouble, red-purple  
La Lumiere, single, red  
Elizabeth Gable, double, salmon-pink  
Mary Ann, semidouble, pink  
Caroline Gable, hose-in-hose, bright pink  
Cottage, single, orchid  
Carol, hose-in-hose, pink  
Rose Bud, rose-pink  
Campfire, blood-red, hose-in-hose

## VUYKIANA HYBRIDS

Joseph Haydn, soft lilac  
Johann Strauss, rose-pink  
Mozart, silver-pink  
Schubert, light pink  
Beethoven, mauve  
Wilhelmina Vuyk, pure white  
Helena Vuyk, violet-red

## KAEMPFER HYBRIDS

Betty, bright pink  
Flame, red  
Fedora, bright rose-pink  
Carmen, rose-pink, compact  
Othello, red  
Mrs. Fisher, bright pink  
Orange Wonder, orange tone  
Hindogiri, crimson  
Hino-Grimon, crimson-red  
Maxwell, late crimson-red  
Sherwood Red, blood-red  
Amesona, hose-in-hose, purple-red  
Amesona Supera, purple-red  
Delaware Valley, white

Each per 10, 9c; each per 100, 7c; each per 1000, 6c. 300 at 1000 rate.  
A minimum of 50 of each variety to make up a 1000 rate.

## AZALEA SEEDLINGS

Azalea Mollis, 3-yr., XX, bedded, .05 \$20  
BUXUS Korean microphylla (Korean little-leaved Boxwood)

Low, compact and evergreen, excellent for hedges and foundation planting. One of the hardiest of boxwoods.

Rooted cuttings, 3 to 5 ins. .10 .07  
CHAMAECYPARIS (Retinospora) Cypress Plifera plumosa aurea (Gold Plume Cypress)

Rooted cuttings, 5 to 7 ins. .10 .07  
3 to 4 ins., B&B .350 3.00  
FRANKLINIA Alatanah (Gordonia Tree)

2 1/2-in. cypress band .40 .30  
250 at 1000 rate. Deduct 1c from 100 rate.  
Rooted cuttings are available from April on.

## ILEX

Each Each Each  
Ilex crenata convexa (bullata) 10 100 1000  
(Convex-leaved Japanese Holly)  
One of the best of the Japanese hollies, with low-spreading habit. Excellent for hedge, foundation planting. Round, curved evergreen leaves are very attractive. It is hardy and a sturdy grower.

Rooted cuttings, 4 to 6 ins. 10c 6c  
Rooted cuttings, 6 to 8 ins. 11c 7c  
1-yr., X, 4 to 6 ins. 14c 11c

Ilex crenata microphylla, (Little-leaved Japanese Holly)  
Small leaves and compact habit make microphylla an attractive, useful variety.

Rooted cuttings, 4 to 6 ins. 10c 7c  
2-yr., XX, 4 to 6 ins. 17c 15c

Ilex crenata rotundifolia (Round-leaved Japanese Holly)  
Rooted cuttings, 4 to 6 ins. 10c 7c  
Rooted cuttings, 6 to 8 ins. 11c 8c  
1-yr., X, 6 to 8 ins. 15c 12c

Ilex latifolia  
Large-leaved Japanese Holly  
Rooted cuttings, 4 to 6 ins. 10c 7c  
Rooted cuttings, 6 to 8 ins. 11c 8c  
1-yr., X, 6 to 8 ins. 15c 12c  
2-yr., XX, 6 to 8 ins. 23c 17c

Ilex crenata, dwarf growing habit; compact  
Rooted cuttings, 3 to 5 ins. 11c 8c  
1-yr., X, 4 to 5 ins. 18c 15c  
2 1/2-in. cypress band 20c 17c 16c

Ilex crenata, No. 1, fast, tall grower, long-leaved  
Rooted cuttings, 4 to 6 ins. 10c 7c  
Rooted cuttings, 6 to 8 ins. 11c 8c  
1-yr., X, 6 to 8 ins. 15c 12c  
2-yr., XX, 6 to 8 ins. 17c 14c

Ilex crenata, No. 2  
Fast, tall grower, but smaller leaves than No. 1.  
1-yr., X, 6 to 8 ins. 14c 11c

Ilex glabra (Inkberry)  
A good, attractive, hardy native shrub with evergreen foliage that turns dark, almost black in winter. It has shiny black berries from September to spring.

Rooted cuttings, 6 to 8 ins. 10c 7c  
Ilex opaca (American Holly) Female  
Rooted cuttings, 3 to 5 ins. 25c 18c  
2 1/2-in. cypress band 35c 30c

## JUNIPERUS

Each Each Each  
Per Per Per  
Ilex opaca mascula, male Holly 10 100 1000  
Rooted cuttings, 3 to 5 ins. 25c 18c  
2 1/2-in. cypress band 35c 30c  
Hetzi glauca (Blue Hetz Juniper)  
Rooted cuttings, 6 to 8 ins. 11c 9c 8c  
1-yr., X, 8 to 10 ins. 20c 16c 15c  
2-yr., XX, 10 to 12 ins. 25c 23c 21c  
Plumosa (Andorra)  
Rooted cuttings, 6 to 8 ins. 11c 9c 8c  
1-yr., X, 6 to 8 ins. 17c 13c  
Chinensis pfitzeriana  
Rooted cuttings, 6 to 8 ins. 11c 9c 8c  
1-yr., 8 to 10 ins. 20c 16c

## MAGNOLIA

Stellata  
2 1/2-in. cypress band 30c 25c  
Stellata Water-Lily  
2 1/2-in. cypress band 30c 25c  
Soulangiana  
2 1/2-in. cypress band 30c 25c

## LILAC ROOT GRAFTS

300 at 1000 rate, minimum 50 each  
St. Rola Platz, purple  
Vestala, single, white  
Duc de Massa, double, blue  
Montaigne, double, pink  
Hugo Koster, single, lilac  
Ludwig Spaeth, single, purple  
Marie Legraye, single, white  
Mme. Felix, single, white  
Violetta, single, violet  
President Grey, double, blue  
Michel Buchner, double, lilac  
Belle de Nancy, double, blue  
Monge, large double, blue  
Kerk Hoven, double, purple  
Katherine Havemeyer, large, double, blue  
Paul Mariot, double, blue  
Edw. Harding, double, magenta  
Ambassadeur, single, blue  
Marechal Foch, single, magenta  
President Lincoln, single, blue  
Charles X, single, magenta  
Olivier de Serres, large, double, blue  
Georges Bellair, double, magenta  
Edith Cavell, double, white  
Ellen Willmott, double, white  
Ruhm von Hortenstein, single, magenta  
Each per 10, 20c; each per 100, 15c; each per 1000, 14c.

MALUS trees in variety, B&B, from 4 to 5 ft. Prices on request.

## PRUNUS ROOT GRAFTS

Flowering Japanese Cherry  
Amanogawa, semidouble, pink, narrow grower  
Shidare-Higan, double, pink  
Yoshino (yedoensis), single, white to pink 20c 17c 16c  
Pyraeantha Coccinea Lalandi (Laland Fire Thorn)  
Deep green foliage and orange-red berries.  
Rooted cuttings (fall and spring) 11c 9c  
2 1/2-in. cypress band 20c 15c

## TAXUS-YEW

Rooted cuttings are available from May on.  
300 at 1000 rate.  
Minimum of 50 of each variety at the 1000 rate.  
Media Kelsey (Kelsey herrybush yew)  
Rooted cuttings, 4 to 6 ins. 7c 6c  
Rooted cuttings, 6 to 8 ins. 8c 7c  
Media Hicks (Hicks' Angiolep Yew)  
Rooted cuttings, 4 to 6 ins. 10c 7c  
Rooted cuttings, 6 to 8 ins. 11c 8c  
Media hatfield (Hatfield Angiolep Yew)  
Rooted cuttings, 4 to 6 ins. 10c 7c  
Rooted cuttings, 6 to 8 ins. 11c 8c  
Media browni (Brown's Angiolep Yew)  
Rooted cuttings, 4 to 6 ins. 10c 7c  
Rooted cuttings, 6 to 8 ins. 11c 8c  
Cuspidata (Spreading Japanese Yew)  
Rooted cuttings, 4 to 6 ins. 10c 7c  
Rooted cuttings, 6 to 8 ins. 11c 8c

## MALUS ROOT GRAFTS—Flowering Crab Apple

All shipments made between March 1 and April 1, 300 at 1000 rate, minimum 50 each.  
Each per 10, 15c; each per 100, 12c; each per 1000, 11c.  
5-in. scions from above, \$20.00 per 1000

Variety	Color	Type	Foliage	Fruit
Eleyi	purple-red	single	purple-red	purple-red
Atroranguinea	red-white	single	green	red
Floribunda	pink-white	single	green	yellow-red
Thaifera	pink	single	green	yellow-red
Hopa	purple-red	single	purple-red	orange-red
Dolge	white	single	green	brown-red
Sargentii	white	single	green	red
Scheideckeri	pink	double	green	yellow-orange
Micromalus	pink	single	green	green-yellow
Arnoldiana	rose and white	single	green	yellow
Parkmanii	pink	double	green	purple
Floribunda purpurea	crimson	single	red	purple
Zumi Calocarpa	pink-white	single	green	red

TERMS AND CONDITIONS OF SALE: Prices quoted herein cancel those in all previous lists. Packing is free when cash is sent with order; 25% cash must be sent with order, balance plus packing charges paid C.O.D.

SHIPMENTS travel at the risk and cost of the purchaser and will be sent via Railway Express. If Parcel Post is desired, enclose 10% of order. Balance to be refunded. No truck shipments will be made, because of no facilities.

CLAIMS must be made within 10 days of receipt of shipment.

All B&B for pickup or delivery. 5% discount on all pickup orders.

Price list sent on request.

## TAXUS Cont'd

Per Each Each  
Each Each  
Vermoulen (Vermoulen Yew) 10 100 1000  
Rooted cuttings, 4 to 6 ins. 10c 7c 6c  
Rooted cuttings, 6 to 8 ins. 11c 8c 7c  
Brevifolia (Dwarf Japanese Yew)  
Rooted cuttings, 4 to 6 ins. 10c 7c 6c  
Rooted cuttings, 6 to 8 ins. 11c 8c 7c  
Intermedia (Spreading Type)  
Rooted cuttings, 4 to 6 ins. 10c 7c 6c  
Rooted cuttings, 6 to 8 ins. 11c 8c 7c  
Densiformis (Dense Japanese Yew)  
Rooted cuttings, 4 to 6 ins. 11c 8c 7c  
Rooted cuttings, 6 to 8 ins. 12c 9c 8c  
Baccata repandens (Spreading English Yew)  
Rooted cuttings, 4 to 6 ins. 10c 7c 6c  
Rooted cuttings, 6 to 8 ins. 11c 8c 7c  
Henry  
Rooted cuttings, 4 to 6 ins. 11c 8c 7c

## TAXUS TRANSPLANTS

300 at 1000 rate

Media browni  
2-yr., XX, 8 to 10 ins. 27c 23c 20c  
Cuspidata  
1-yr., X, 6 to 8 ins. 17c 13c 12c  
2-yr., XX, 8 to 10 ins. 30c 25c  
3-yr., XX, 10 to 12 ins. 35c 30c 25c  
Cuspidata densiformis  
1-yr., X, 4 to 6 ins. 22c 16c 12c  
1-yr., X, 6 to 8 ins. 25c 18c 14c  
2-yr., XX, 8 to 10 ins. 27c 23c 20c  
Media hatfieldi  
1-yr., X, 4 to 6 ins. 20c 16c 11c  
1-yr., X, 6 to 8 ins. 17c 13c 12c  
2-yr., XX, 6 to 8 ins. 25c 20c 17c  
2-yr., XX, 8 to 10 ins. 30c 25c 20c  
3-yr., XX, 10 to 12 ins. 35c 30c 26c  
Media Hicksi  
1-yr., X, 4 to 6 ins. 20c 16c 11c  
1-yr., X, 6 to 8 ins. 20c 15c 12c  
2-yr., XX, 6 to 8 ins. 25c 20c 17c  
2-yr., XX, 8 to 10 ins. 30c 25c 20c  
3-yr., XX, 10 to 12 ins. 35c 30c 26c  
4-yr., XX, 12 to 14 ins. 40c 35c 30c  
Cuspidata intermedia  
1-yr., X, 4 to 6 ins. 20c 16c 11c  
1-yr., X, 6 to 8 ins. 17c 13c  
2-yr., XX, 6 to 8 ins. 25c 20c  
Media Kelsey  
1-yr., X, 4 to 6 ins. 20c 16c 11c  
1-yr., X, 6 to 8 ins. 17c 13c 12c  
2-yr., XX, 6 to 8 ins. 25c 20c 17c  
2-yr., XX, 8 to 10 ins. 30c 25c 20c  
Baccata repandens  
1-yr., X, 6 to 8 ins. 17c 13c  
Verticals, mixed, tall and narrow-growing  
1-yr., X, 4 to 6 ins. 21c 17c 13c  
Cuspidata vermoulen  
1-yr., X, 4 to 6 ins. 20c 16c 11c  
1-yr., X, 6 to 8 ins. 17c 13c 12c  
2-yr., XX, 6 to 8 ins. 20c 17c 15c  
2-yr., XX, 8 to 10 ins. 30c 25c 20c  
3-yr., XX, 10 to 12 ins. 35c 30c 26c  
3-yr., XX, 12 to 14 ins. 40c 35c 28c  
Cuspidata henryi  
1-yr., X, 4 to 6 ins. 22c 16c 12c  
2-yr., XX, 6 to 8 ins. 25c 20c 17c  
THUJA Occidentalis Globosa (Globe Arborvitae)  
Rooted cuttings, 5 to 7 ins. 10c 7c 6c

## TREES—Pickup only

Platanus occidentalis (Sycamore)  
1 to 1 1/2-in. cal., 6 to 8 ft. \$2.25 \$2.00  
1 1/2 to 1 1/2-in. cal., 8 to 10 ft. 2.75 2.50  
Acer dasycarpum (Silver Maple)  
1 1/2 to 1 1/2-in. cal., 10 to 12 ft. 3.00 2.50  
2 to 2 1/2-in. cal., 12 to 14 ft. 4.00 3.50  
B&B \$1.00 additional  
Viburnum Burkwoodi  
2 1/2-in. cypress band .25 .15  
4-ft., B&B, heavy .350 3.25

## POTTED STOCK

We have a variety of Azaleas in one-gallon nurseries. Sizes range from 6 to 8 ins. to 15 to 18 ins., all for pickup only.

# WOODFERN NURSERY

Growers of Ornamental Nursery Stock

Woodfern Road Neshanic Station, N. J.

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# CORNUS FLORIDA and FLORIDA RUBRA

*For Street Planting and Regular Type*

Abies • Ilex • Taxus • Picea • Prunus  
in variety

Tsuga canadensis and caroliniana  
Pieris japonica • Acer • Betula • Malus

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**IMPERIAL NURSERIES of LONG ISLAND**

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Phone: HR 3-0955

## SALE WE MUST CLEAR THE LAND

Six acres of our Huntington Nursery land has been sold for building purposes.  
Excellent young nursery stock for sale at big reduction.

Ilex crenata to 4 ft.  
Ilex crenata microphylla to 4 ft.  
Ilex bullata to 30 ins.  
Hemlock to 6 ft.  
Spreading and upright Yews to 4 ft.  
American Hollies to 6 ft.  
Arborvitae varieties to 6 ft.

We can dig; or big reduction if you dig yourself. Time limited.

**PANFIELD NURSERIES, INC.**

322 Southdown Rd.

Huntington, N. Y.

Phones: HA 7-0112 or HA 1-5418

### Plant Quality Nursery Stock

Seedlings and Transplants

- Pines • Firs • Spruce • Hemlock
- Christmas Tree Stock • Nut Trees
- Ornamentals • Flowering Trees

Send for price list or call  
Hopkins 5-5696



**Pikes Peak Nurseries**

Quality Nursery Stock For More Than 35 Years

801 Water St.

Indiana I, Pa.



When you look for Euonymus—  
LOOK for the EMERALD!  
**CORLISS BROS., INC.** Ipswich, Mass.

### JAPANESE BOXWOOD

Apple-green leaves. Does well in sun or shade, will tolerate dense shade. Very rapid-growing, good for foundation planting.

6 to 8 ins., 2-yr., T., \$10.00 per 100

### ENGLISH BOXWOOD

Part of the charm of many old gardens is produced by the edgings of Old English Boxwood. Plant some in a bed 6 x 8 ins. and in a couple of years you will have a stock for your customers. Its appeal is irresistible. It can be transplanted now.

3 to 4 ins., T., \$10.00 per 100

Send for list of rare plants

**ALANWOLD NURSERY**

Neshaminy, Bucks Co., Pa.

### A. N. PIERSON, INC.

Cromwell, Conn.

Growers of Quality Taxus

B&B and Liners

**PAY US A VISIT**

dates for the group's annual winter meeting. Location of the sessions will be the Capitol Park Inn, Nashville, Tenn.

### WEED CONTROL MEETING

The 16th annual meeting of the northeastern weed control conference will be held at the Hotel New Yorker, New York city. January 3 to 5 are the dates set for the event.

### ILLINOIS BILL AFFECTS NURSERY PRODUCTS

A bill passed by the general assembly requiring the labeling of all nursery products sold at retail in the state to show their place of origin was signed by Governor Otto Kerner of Illinois August 22, 1961. Designated house bill 1672, the act states that the products shall be clearly labeled; if they are too small for individual labels and are offered for sale in multiple lots they may be labeled in lots. Violators of the act will be fined not less than \$25 and not more than \$300 for each violation.

"Nursery product," as defined in the bill, means a live plant customarily sold by a nursery, including but not limited to trees, shrubs and vines.

"Sale at retail" is defined as sale not for resale. The act, it is stated, does not apply to the isolated or occasional sale of a nursery product by a person who does not hold himself out as engaged in the business of selling nursery products at retail.

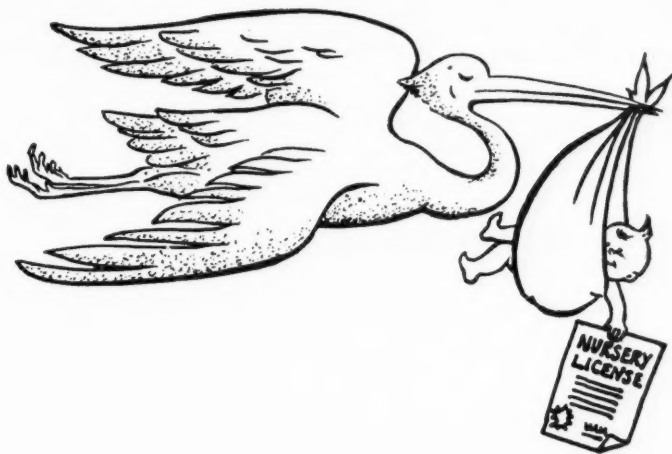
"Place of origin" means the state in the United States or the country, territory or possession where the nursery product was first planted as a seed. If the nursery product was not begun as a seed, then the place of origin means that place where the nursery product was grown, the bill reads.

### TEDDER FLIES TO EUROPE

E. F. Tedder, president of Consolidated Nurseries, Inc., Tyler, Tex., recently made a 3-week business trip by plane to Europe. He left Tyler September 18 and flew to Montreal, Que., Canada, where he was joined by D. A. McConnell, McConnell Nursery Co., Ltd., Port Burwell, Ont. In Europe Mr. Tedder visited Holland, Germany, Switzerland, Italy, Spain, France and England.

BODNER NURSERY, Hayward, Calif., has expanded its parking lot by 25,000 square feet.





## NEW ARRIVALS

*always mean*

## NEW SALES OPPORTUNITIES

Pick up any issue of **AMERICAN NURSERYMAN** and you will find numerous mentions in the editorial columns of new wholesale and retail nurseries, landscape firms and garden centers starting out on the road to business success. These new firms will become subscribers to our magazine, for they will need the information which the magazine contains in order to conduct their business affairs and keep posted on all the latest developments in the industry. New plant introductions, new types of chemicals, improved methods of propagating, cultivating, irrigating, planting, digging, handling and shipping plant material, new ideas for increasing sales, displaying resale merchandise and creating appealing landscaping effects for both homeowners and commercial firms are but a few of the topics which **AMERICAN NURSERYMAN** covers for its readers. No wonder 85 per cent of them renew their subscriptions annually without any offers of premiums, reduced rates or other inducements being made!

Our records show that an average of 95 subscriptions per month are received from individuals who have never subscribed to the magazine in the past. *That's nearly 50 new readers each*

*issue!* These new subscribers all pay \$5.00 per year for their subscriptions, so you can tell they must have a genuine interest in the magazine . . . and they cannot receive a subscription unless they give evidence of their trade affiliation.

You can turn these new readers into new customers for your firm. They are just beginning in the nursery business, so naturally they need all types of nursery stock—as well as supplies and equipment—before they can put their businesses into full operation. Result? Substantial “first-time” sales for you. And once they have placed their initial order with you, they will probably remain your customers for many years to come . . . producing continued sales for your firm.

The place to tell newcomers to the nursery industry about your firm, and what you can supply to aid them in the successful operation of their businesses is on the advertising pages of **AMERICAN NURSERYMAN**. If you have something you wish to offer to the trade and are not already using display space in this magazine, *plan to do so NOW*. The cost is small; the results are outstanding! Full details about rates, mechanical requirements, closing dates, etc., gladly given upon request.

# AMERICAN NURSERYMAN

343 S. Dearborn St.

CHICAGO 4, ILL.

# Cartwright Nursery Co.

We are having a wonderful growing season, and we have available for the 1961 season the largest stock of top-quality evergreens that we have ever offered. We would be very happy to have you visit us at the nursery and see our stock growing in the fields. We are, at this time, using 2400 acres of good west Tennessee land to produce for you the very best in evergreens, and we think it would be worth your time to visit us if you are interested in the best stock available at very reasonable prices.

## AMERICAN ARBORVITAE VARIETIES

(Thuja occidentalis)

	Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100
<b>Dark Green American Arborvitae</b>			<b>Globe compacta Arborvitae, Parsons</b>		
18 to 24 ins. ....	\$1.25	\$1.00	12 to 15 ins. ....	\$1.25	\$1.00
24 to 30 ins. ....	1.75	1.50	15 to 18 ins. ....	1.50	1.25
30 to 36 ins. ....	2.25	2.00	<b>Siberian Arborvitae</b>		
3 to 4 ft. ....	3.00	2.50	(Thuja wareana)		
<b>Compacta erecta Globe Arborvitae</b>			12 to 15 ins. ....	1.25	1.00
12 to 15 ins. ....	1.25	1.00	15 to 18 ins. ....	1.50	1.25
15 to 18 ins. ....	1.50	1.25	18 to 24 ins. ....	1.75	1.50
18 to 24 ins. ....	1.75	1.50	24 to 30 ins. ....	2.25	2.00
24 to 30 ins. ....	2.25	2.00	30 to 36 ins. ....	3.00	2.75
30 to 36 ins. ....	3.00	2.75	<b>Pyramidal American Arborvitae</b>		
<b>Globe American Arborvitae</b>			18 to 24 ins. ....	1.50	1.25
12 to 15 ins. ....	1.35	1.10	24 to 30 ins. ....	1.75	1.50
15 to 18 ins. ....	1.70	1.40	30 to 36 ins. ....	2.50	2.25
18 to 24 ins. ....	2.00	1.75	3 to 4 ft. ....	3.00	2.75
24 to 30 ins. ....	2.75	2.50	4 to 5 ft. ....	4.00	3.50
30 to 36 ins. ....	3.25	3.00	5 to 6 ft. ....	4.50	4.00
			6 to 8 ft. ....	5.50	5.00

## ORIENTAL ARBORVITAE VARIETIES

(Thuja orientalis)

	Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100
<b>Baker Arborvitae</b>			<b>Excelsa Arborvitae</b>		
24 to 30 ins. ....	\$1.50	\$1.25	24 to 30 ins. ....	\$1.50	\$1.25
30 to 36 ins. ....	1.75	1.50	30 to 36 ins. ....	2.00	1.50
3 to 4 ft. ....	2.25	2.00	3 to 4 ft. ....	2.50	2.00
4 to 5 ft. ....	3.00	2.75	4 to 5 ft. ....	3.00	2.75
<b>Berckmans Golden Arborvitae</b>			<b>Mayhew Arborvitae</b>		
12 to 15 ins. ....	1.25	1.00	24 to 30 ins. ....	1.50	1.25
15 to 18 ins. ....	1.50	1.25	30 to 36 ins. ....	1.75	1.50
18 to 24 ins. ....	1.75	1.50	3 to 4 ft. ....	2.25	2.00
24 to 30 ins. ....	2.25	2.00	4 to 5 ft. ....	3.00	2.75
30 to 36 ins. ....	2.75	2.50	<b>Newark Arborvitae</b>		
<b>Blue Cone Arborvitae</b>			24 to 30 ins. ....	1.50	1.25
18 to 24 ins. ....	1.35	1.10	30 to 36 ins. ....	1.75	1.50
24 to 30 ins. ....	1.70	1.40	3 to 4 ft. ....	2.25	2.00
30 to 36 ins. ....	1.90	1.65	4 to 5 ft. ....	3.00	2.75
<b>Bonita Arborvitae</b>					
15 to 18 ins. ....	1.60	1.35			
18 to 24 ins. ....	1.85	1.60			
24 to 30 ins. ....	2.25	2.00			

## JUNIPERS — SPREADING VARIETIES

	Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100
<b>Andorra Juniper</b>			<b>Pfitzer Nana Juniper, Armstrong's</b>		
12 to 15 ins. ....	\$1.35	\$1.10	12 to 15 ins. ....	\$1.50	\$1.20
15 to 18 ins. ....	1.60	1.35	15 to 18 ins. ....	1.85	1.60
18 to 24 ins. ....	2.00	1.75	18 to 24 ins. ....	2.50	2.20
24 to 30 ins. ....	2.50	2.25	30 to 36 ins. ....	3.25	3.00
30 to 36 ins. ....	3.25	3.00	<b>Maney Juniper</b>		
<b>Chinensis procumbens Juniper</b>			15 to 18 ins. ....	2.00	1.75
12 to 15 ins. ....	1.50	1.25	18 to 24 ins. ....	2.50	2.25
15 to 18 ins. ....	2.00	1.75	24 to 30 ins. ....	3.25	3.00
<b>Heiz glauca Juniper</b>			<b>Repandens Juniper</b>		
12 to 15 ins. ....	1.35	1.10	15 to 18 ins. ....	1.35	1.10
15 to 18 ins. ....	1.60	1.35	<b>Sabina Juniper</b>		
18 to 24 ins. ....	2.00	1.75	12 to 15 ins. ....	1.25	1.00
24 to 30 ins. ....	2.50	2.25	15 to 18 ins. ....	1.50	1.25
30 to 36 ins. ....	3.25	3.00	18 to 24 ins. ....	2.00	1.75
<b>Heiz glauca Juniper</b>			<b>Sabina horizontalis Juniper</b>		
(Sheared Globe)			12 to 15 ins. ....	1.50	1.25
15 to 18 ins. ....	1.75	1.50	15 to 18 ins. ....	2.00	1.75
18 to 24 ins. ....	2.25	2.00	18 to 24 ins. ....	2.50	2.25
24 to 30 ins. ....	2.75	2.50	24 to 30 ins. ....	3.00	2.75
30 to 36 ins. ....	3.25	3.00	<b>Sabina Von Ehron Juniper</b>		
<b>Pfitzer Juniper</b>			15 to 18 ins. ....	1.60	1.35
12 to 15 ins. ....	1.50	1.20	18 to 24 ins. ....	2.00	1.75
15 to 18 ins. ....	1.75	1.50	24 to 30 ins. ....	2.50	2.25
18 to 24 ins. ....	2.25	2.00	30 to 36 ins. ....	3.25	3.00
24 to 30 ins. ....	2.75	2.50	<b>Sabina Von Ehron Juniper</b>		
30 to 36 ins. ....	3.50	3.25	(Sheared Globe)		
<b>Blue Vase Juniper</b>			15 to 18 ins. ....	1.75	1.50
12 to 15 ins. ....	1.85	1.60	18 to 24 ins. ....	2.25	2.00
18 to 24 ins. ....	2.50	2.20	24 to 30 ins. ....	2.75	2.50
<b>Pfitzer compacta Juniper, Kallay</b>			30 to 36 ins. ....	3.25	3.00
12 to 15 ins. ....	1.50	1.20	36 to 42 ins. ....	4.00	3.50
15 to 18 ins. ....	1.75	1.50	<b>Virginialis Juniper</b>		
18 to 24 ins. ....	2.25	2.00	18 to 24 ins. ....	2.00	1.75
<b>Pfitzer compacta Juniper, Nick's</b>			24 to 30 ins. ....	2.50	2.25
12 to 15 ins. ....	1.50	1.20			
15 to 18 ins. ....	1.75	1.50			
18 to 24 ins. ....	2.25	2.00			
24 to 30 ins. ....	2.75	2.50			
30 to 36 ins. ....	3.50	3.25			

## JUNIPERS — UPRIGHT VARIETIES

All many times sheared, specimen-quality evergreens.

	Each	Each
	Per 10	Per 100
<b>Chinensis variegata Juniper</b>		
18 to 24 ins. ....	\$2.00	\$1.50
2 to 3 ft. ....	2.50	2.00
<b>Excelsa stricta Juniper</b>		
12 to 15 ins. ....	1.25	1.00
15 to 18 ins. ....	1.50	1.25
18 to 24 ins. ....	1.75	1.50
24 to 30 ins. ....	2.25	2.00
30 to 36 ins. ....	3.00	2.75
3 to 4 ft. ....	3.75	3.25
4 to 5 ft. ....	4.50	4.00
<b>Fastigiata Juniper</b>		
24 to 30 ins. ....	1.20	1.00
30 to 36 ins. ....	1.50	1.25
3 to 4 ft. ....	1.75	1.50
4 to 5 ft. ....	2.00	1.75
5 to 6 ft. ....	2.25	2.00
6 to 8 ft. ....	3.50	3.00
<b>Heiz glauca Juniper (Staked)</b>		
2 to 3 ft. ....	3.00	2.75
3 to 4 ft. ....	4.25	3.75
4 to 5 ft. ....	5.25	4.75
<b>Manhattan Blue Juniper</b>		
2 to 3 ft. ....	2.75	2.50
3 to 4 ft. ....	4.00	3.50
<b>Nova Juniper</b>		
2 to 3 ft. ....	2.50	2.25
3 to 4 ft. ....	4.00	3.50
4 to 5 ft. ....	4.50	4.00
<b>Sabina Von Ehron Juniper (Staked)</b>		
2 to 3 ft. ....	3.00	2.75
3 to 4 ft. ....	4.25	3.75
4 to 5 ft. ....	5.25	4.75
<b>Virginiana Juniper (Red Cedar)</b>		
4 to 5 ft. ....	3.50	3.00
5 to 6 ft. ....	4.50	4.00
<b>Virginiana Juniper (Red Cedar)</b>		
(Standards, ball shape)		
3 to 4 ft. ....	5.50	5.00
<b>Virginiana Burk Juniper</b>		
2 to 3 ft. ....	2.75	2.50
3 to 4 ft. ....	4.00	3.50
4 to 5 ft. ....	5.00	4.50
<b>Virginiana Canaert Juniper</b>		
2 to 3 ft. ....	2.75	2.50
3 to 4 ft. ....	4.00	3.50
4 to 5 ft. ....	5.00	4.50
5 to 6 ft. ....	6.00	5.50
<b>Virginiana Dundee Juniper</b>		
2 to 3 ft. ....	2.75	2.50
3 to 4 ft. ....	4.00	3.50
<b>Virginiana glauca Juniper</b>		
2 to 3 ft. ....	2.75	2.50
3 to 4 ft. ....	4.00	3.50
<b>Virginiana Keteleer Juniper</b>		
2 to 3 ft. ....	2.25	2.00
3 to 4 ft. ....	3.50	3.00
5 to 6 ft. ....	5.50	5.00
<b>Cupressifolia Juniper</b>		
2 to 3 ft. ....	2.75	2.50
3 to 4 ft. ....	4.00	3.50

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All quotations are for B&amp;B stock.

	Each	Each		Each	Each		Each	Each
	Per 10	Per 100		Per 10	Per 100		Per 10	Per 100
<i>Abelia grandiflora</i>	\$1.50	\$1.25	<i>Ilex crenata repandens</i>	\$1.25	\$1.00	<i>Nandina domestica</i>	\$0.90	\$0.75
2 to 3 ft.			12 to 15 ins.			15 to 18 ins.	1.20	1.00
3 to 4 ft.	2.00	1.75	15 to 18 ins.	1.50	1.25	18 to 24 ins.	1.50	1.25
<i>Barberry, julianae</i>	1.75	1.50	18 to 24 ins.	2.00	1.75	24 to 30 ins.	1.75	1.50
15 to 18 ins.	2.25	2.00	24 to 30 ins.	2.25	2.00	30 to 36 ins.	2.25	2.00
18 to 24 ins.	2.75	2.50	30 to 36 ins.	3.00	2.75	3 to 4 ft.		
24 to 30 ins.	3.25	3.00				<i>Omanthus fortunei</i>	1.75	1.50
<i>Boxwood harlandi</i>	.70	.60	<i>Ilex crenata rotundifolia</i>	1.15	1.00	18 to 24 ins.	2.25	2.00
6 to 8 ins.	.85	.75	12 to 15 ins.	1.40	1.25	24 to 30 ins.	2.75	2.50
8 to 10 ins.	1.15	1.00	15 to 18 ins.	1.65	1.50	30 to 36 ins.		
10 to 12 ins.	1.40	1.25	18 to 24 ins.	2.25	2.00	<i>Viburnum burkwoodi</i>	1.50	1.25
12 to 15 ins.	1.65	1.50	24 to 30 ins.	3.00	2.75	18 to 24 ins.	1.75	1.50
15 to 18 ins.	2.25	2.00	30 to 36 ins.	4.00	3.50	24 to 30 ins.	2.25	2.00
<i>Boxwood sempervirens</i>	1.20	1.00	<i>Ilex crenata rotundifolia (Pyramida)</i>	2.00	1.75	30 to 36 ins.	2.75	2.50
12 to 15 ins.	1.40	1.25	18 to 24 ins.	2.50	2.25	3 to 4 ft.	3.50	3.00
15 to 18 ins.	1.70	1.50	24 to 30 ins.	3.75	3.25	4 to 5 ft.		
18 to 24 ins.	3.25	3.00	<i>Ilex glabra</i>	1.75	1.50	<i>Viburnum chenaulti</i>	1.50	1.25
24 to 30 ins.	4.50	4.00	12 to 24 ins.	2.25	2.00	18 to 24 ins.	1.75	1.50
<i>Boxwood welleri</i>	1.40	1.25	24 to 30 ins.	2.75	2.50	<i>Viburnum juddi</i>	1.50	1.25
12 to 15 ins.	2.25	2.00	30 to 36 ins.	2.75	2.50	18 to 24 ins.	2.00	1.75
<i>Eleagnus fruticand</i>	1.50	1.25	<i>Ilex opaca seedlings</i>	1.75	1.50	24 to 30 ins.	2.50	2.25
2 to 3 ft.	2.25	2.00	2 to 3 ft.	2.75	2.50	<i>Viburnum rhytidophyllum</i>	1.50	1.25
3 to 4 ft.			3 to 4 ft.	3.75	3.50	18 to 24 ins.	2.00	1.75
<i>Eleagnus simonsi</i>	1.50	1.25	4 to 5 ft.	5.50	5.00	24 to 30 ins.	2.50	2.25
2 to 3 ft.	2.25	2.00	5 to 6 ft.	7.00	6.50	30 to 36 ins.		
3 to 4 ft.			<i>Ilex opaca Ardens</i>	2.25	2.00			
<i>Eleagnus alatus compactus</i>	1.75	1.50	2 to 3 ft.	3.50	3.00			
15 to 18 ins.	2.25	2.00	3 to 4 ft.					
18 to 24 ins.	2.75	2.50	<i>Ilex opaca Croonenburg</i>	2.25	2.00			
24 to 30 ins.	3.25	3.00	2 to 3 ft.	3.25	3.00			
30 to 36 ins.	4.25	4.00	3 to 4 ft.	4.25	4.00			
<i>Eleagnus fortunei erectus</i>	1.25	1.00	4 to 5 ft.	5.25	5.00			
15 to 18 ins.	1.50	1.25	5 to 6 ft.					
18 to 24 ins.	1.70	1.50	<i>Ilex opaca East Palatka</i>	1.75	1.50			
24 to 30 ins.	2.00	1.75	2 to 3 ft.	2.75	2.50			
30 to 36 ins.	2.75	2.50	3 to 4 ft.	3.75	3.50			
3 to 4 ft.			4 to 5 ft.	5.50	5.00			
<i>Eleagnus patens</i>	1.20	1.00	<i>Ilex opaca fosteri</i>	2.25	2.00			
15 to 18 ins.	1.75	1.50	2 to 3 ft.	3.25	3.00			
18 to 24 ins.	2.25	2.00	3 to 4 ft.	4.25	4.00			
2 to 3 ft.			4 to 5 ft.	5.50	5.00			
3 to 4 ft.			<i>Ilex opaca howardi</i>	2.25	2.00			
<i>Eleagnus radicans, assorted types</i>	1.25	1.00	2 to 3 ft.	3.25	3.00			
15 to 18 ins.	1.50	1.25	3 to 4 ft.					
18 to 24 ins.	1.75	1.50	<i>Ilex opaca Hume No. 2</i>	2.25	2.00			
24 to 30 ins.	2.25	2.00	2 to 3 ft.	3.25	3.00			
30 to 36 ins.	3.25	3.00	3 to 4 ft.					
<i>Ilex cassine angustifolia</i>	3.50	3.00	<i>Ilex opaca Reynolds</i>	2.25	2.00			
3 to 4 ft.	5.50	5.00	2 to 3 ft.	3.50	3.00			
5 to 6 ft.			3 to 4 ft.	4.50	4.00			
<i>Ilex cornuta, selected types, root-pruned—several of our own selections which we feel are superior.</i>			4 to 5 ft.	4.25	4.00			
15 to 18 ins.	1.50	1.25	5 to 6 ft.	5.25	5.00			
18 to 24 ins.	2.00	1.50	<i>Ilex opaca Taber</i>	4.25	4.00			
24 to 30 ins.	2.50	2.00	2 to 3 ft.	5.25	5.00			
30 to 36 ins.	3.00	2.75	<i>Ilex vomitoria</i>	1.40	1.25			
3 to 4 ft.	3.75	3.50	18 to 24 ins.	1.75	1.50			
<i>Ilex cornuta burfordi, root-pruned</i>	1.50	1.25	24 to 30 ins.	2.25	2.00			
15 to 18 ins.	1.75	1.50	30 to 36 ins.	3.00	2.75			
18 to 24 ins.	2.00	1.75	3 to 4 ft.	3.75	3.50			
24 to 30 ins.	2.75	2.50	4 to 5 ft.					
30 to 36 ins.	3.50	3.25	<i>Ilex vomitoria nana</i>	1.75	1.50			
3 to 4 ft.			12 to 15 ins.	2.25	2.00			
<i>Ilex cornuta Hume, root-pruned</i>	1.50	1.25	15 to 18 ins.	2.75	2.50			
15 to 18 ins.	1.75	1.50	18 to 24 ins.					
18 to 24 ins.	2.25	2.00	<i>Ilex vomitoria Pride of Houston</i>	1.40	1.25			
24 to 30 ins.	2.75	2.50	18 to 24 ins.	1.75	1.50			
30 to 36 ins.	3.25	3.00	24 to 30 ins.	2.25	2.00			
<i>Ilex cornuta rotunda</i>	1.25	1.00	30 to 36 ins.	3.00	2.75			
10 to 12 ins.	1.75	1.50	<i>Jasminum floridum</i>	1.20	1.00			
12 to 15 ins.	2.25	2.00	15 to 18 ins.	1.50	1.25			
15 to 18 ins.	2.75	2.50	18 to 24 ins.	1.75	1.50			
18 to 24 ins.			2 to 3 ft.					
<i>Ilex crenata Bileod</i>	1.25	1.00	<i>Laurel, Cherry</i>	1.50	1.25			
12 to 15 ins.	1.50	1.25	2 to 3 ft.	1.75	1.50			
15 to 18 ins.	1.75	1.50	3 to 4 ft.	2.50	2.25			
18 to 24 ins.	2.25	2.00	4 to 5 ft.	3.50	3.00			
24 to 30 ins.	2.75	2.50	5 to 6 ft.					
30 to 36 ins.			<i>Ligustrum lucidum (Black Wax)</i>	1.20	1.00			
<i>Ilex crenata convexa</i>	1.25	1.00	18 to 24 ins.	1.50	1.25			
12 to 15 ins.	1.50	1.25	24 to 30 ins.	1.75	1.50			
15 to 18 ins.	1.75	1.50	30 to 36 ins.					
18 to 24 ins.	2.25	2.00	<i>Ligustrum lucidum Suwannee River</i>	1.15	1.00			
24 to 30 ins.	2.75	2.50	15 to 18 ins.	1.40	1.25			
30 to 36 ins.	3.25	3.00	18 to 24 ins.	1.65	1.50			
<i>Ilex crenata convexa compacta</i>	2.00	1.75	24 to 30 ins.	2.00	1.75			
15 to 18 ins.	2.25	2.00	30 to 36 ins.	2.50	2.25			
18 to 24 ins.			3 to 4 ft.					
<i>Ilex crenata hetzi</i>	1.20	1.00	<i>Magnolia grandiflora</i>	1.75	1.50			
12 to 15 ins.	1.50	1.25	2 to 3 ft.	2.75	2.50			
15 to 18 ins.	1.75	1.50	3 to 4 ft.	3.75	3.50			
18 to 24 ins.	2.50	2.25	4 to 5 ft.	5.50	5.00			
24 to 30 ins.			5 to 6 ft.	8.25	7.50			
<i>Ilex crenata Magda</i>	1.50	1.25	6 to 8 ft.					
12 to 15 ins.	1.75	1.50						
15 to 18 ins.								

## MISCELLANEOUS CONIFERS

	Each	Each
	Per 10	Per 100
<i>Cedrus atlantica</i>	\$3.00	\$2.75
3 to 4 ft.		
4 to 5 ft.	4.00	3.75
5 to 6 ft.	5.00	4.75
<i>Cedrus deodara</i>	2.00	1.75
2 to 3 ft.	3.00	2.75
3 to 4 ft.	4.00	3.75
4 to 5 ft.		
<i>Chamaecyparis plumosa (Green)</i>	2.00	1.75
2 to 3 ft.	2.50	2.25
3 to 4 ft.	3.50	3.00
4 to 5 ft.	4.25	3.75
5 to 6 ft.		
<i>Chamaecyparis plumosa aurea</i>	2.00	1.75
2 to 3 ft.	2.50	2.25
3 to 4 ft.	3.50	3.00
4 to 5 ft.		
<i>Austrian Pine</i>	2.25	2.00
2 to 3 ft.	3.75	3.25
3 to 4 ft.		
<i>White Pine</i>	2.25	2.00
2 to 3 ft.	3.75	3.25
3 to 4 ft.		
<i>Mugho Pine</i>	2.25	2.00
12 to 15 ins.	2.75	2.50
15 to 18 ins.	3.50	3.00
18 to 24 ins.		

## FLOWERING TREES, B &amp; B

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	Each	Each
	Per 10	Per 100
<i>Magnolia soulangiana</i>	\$2.25	\$2.00
2 to 3 ft.		
3 to 4 ft.	3.00	2.75
4 to 5 ft.	3.75	3.50
<i>White Dogwood</i>	1.50	1.25
2 to 3 ft.	2.00	1.75
3 to 4 ft.	2.50	2.25
4 to 5 ft.	3.50	3.00
5 to 6 ft.	5.00	4.50
6 to 8 ft.		
<i>Pink Dogwood</i>	2.00	1.75
2 to 3 ft.	3.00	2.75
3 to 4 ft.	4.25	3.75
4 to 5 ft.		
<i>Flowering Crab, Katherine (Light Pink)</i>		
(Semi-Dwarf Shrub Form)	2.25	2.00
4 to 5 ft.	2.75	2.50
5 to 6 ft.		
<i>Flowering Crab, eleyi (Red)</i>	2.25	2.00
1 to 1 1/4 ins.	2.75	2.50
1 1/4 to 1 1/2 ins.	3.75	3.25
1 1/2 to 2 ins.		
<i>Flowering Crab, Hopsa (Deep Pink)</i>	2.25	2.00
1 to 1 1/4 ins.	2.75	2.50
1 1/4 to 1 1/2 ins.	3.75	3.25
1 1/2 to 2 ins.		

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# Efficient Handling of Garden Center Traffic

By Kenneth Bradley

Handling traffic effectively in the garden shop is one of the owner's biggest problems, because the business cannot be geared to the heavy week-end and holiday trade; no one can support the necessary payroll for such the year around. Instead, one has to gear employment of sales personnel to the amount of potential business planned over a given period of time, declared Willard M. Bond, Willard M. Bond's Nursery Sales Agency, South Weymouth, Mass., a speaker on the garden center day program at the annual nurserymen's short course held earlier this year at the University of Connecticut, Storrs.

In introducing his subject of handling traffic in the garden center, Mr. Bond stated he was considering two types of operations, the buy-and-sell concern and the one having an affiliation with a nursery and doing landscape work as well. He said he believed the atmosphere in a garden center should be rustic, homey and suggestive of gardening, but, at the same time, neat and clean.

He also remarked that garden center operators should not worry about what the cut-rate store is selling, because individuals who buy plants from such establishments are at least taking home a horticultural product, for which nurserymen should be glad. Such customers may soon find out that they cannot get continued service or a guaranteed product at the outlet used and will eventually take their business to the garden center.

He declared that many times the plants bought in a cut-rate store are just as good as those offered for sale at the garden center and many people are introduced to plant buying at the low-price source who are too timid to go into a garden center specialty shop. Thus homes are being reached with horticultural products which the garden center operator has not had the imagination or initiative to reach. Garden center operators were urged to become more aware of merchandising practices calculated to upgrade their product.

The speaker criticized pricing practices, saying that most garden

centers he had visited do not price properly. He recommended pricing every item as it is received, even if it is to be stored in the warehouse, and displaying the largest possible mass of the product one wishes to sell at any given period. Pricing each item creates confidence; it eliminates any customer's going to a salesman and saying, "How much is this?" and possibly doubting the answer. It also eliminates the possibility of untrained sales help's being unable to answer such a question.

## Display Practices

Mr. Bond stated that items on display in the garden center should be rotated according to the season and arranged in prominence according to their importance, with things that are used together being grouped together. For example, all things needed to plan a lawn should be grouped with the lawn seeds. He also

suggested that sales counters be on casters, so that they can be moved easily from one location to another, thus speeding up the rearrangement of displays to keep pace with the season.

Even a large store, according to Mr. Bond, needs no more than three or four employees, if the merchandise is individually priced and properly displayed.

Signs, continued Mr. Bond, are the best silent salesmen known. They keep customers busy and make them want to pick up the plants. He also explained the policy of having a roving salesman, whose job is to keep moving about the garden center to give people help and expert advice, send them to the cashier or get their plants ready in the aisle for a cart pickup. Such a salesman may not sell many individual orders, but he keeps the customer traffic moving and happy. Mr. Bond added that the garden center operator should be a good housekeeper. Customers should not have to dodge around bales of peat moss, barrels or old hose and baling wire, as they must do in too many garden centers.

Mr. Bond next discussed sales personnel training, on which he feels the nursery industry does not spend

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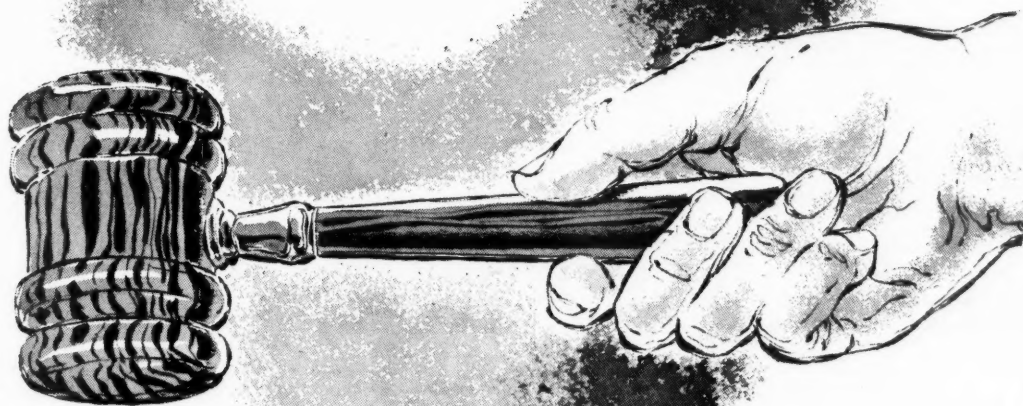
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enough time. He said that being a good salesman is largely a matter of having a particular kind of personality. Some persons radiate confidence to customers; they are natural salesmen, but they still need training for the garden center operation.

**Group Related Items**

The speaker also mentioned the sale of specialty items, such as 5-pound bags of fertilizer, which must be displayed where they are easily available. If one is selling grafted roses, all the allied items, including small packages of fertilizer, should be displayed with them. If one is selling sprays and insecticides, all the equipment needed for use with them should be displayed nearby. Mr. Bond emphasized the point that it actually costs more money to be sloppy in housekeeping.

Mr. Bond then pointed out the necessity of upgrading the business, making it attractive and profitable enough to attract young men into the industry. He said that a nursery should use sufficient markup to provide enough profit so that it can offer intelligent young men as good a salary as that given a house painter, for example. He has observed that much of the money in the nursery industry today is being made by family concerns—owners and their sons—whereas it is the men working in the fields who are really the lifeblood of the business. Mr. Bond expressed his belief in the importance of learning from experience, but repeated that youth can be offered a financially attractive future in the nursery business only if it is upgraded to the standard to which it is entitled.

**Convenience Planning**

Mr. Bond next discussed the handling of heavy traffic in garden centers without the addition of extra sales personnel at peak seasons. Efficient organization of the sales area can make this possible. He also outlined a hypothetical plan for a garden center, using the auditorium as a display area. He suggested a 15-foot lath area around the edge, but cautioned against the use of lath for plants which do not require it, in fact, may be harmed by too much shade and water.

He believed that walks should be considerably wider than they now exist in many garden centers and that the central aisle should be wide enough to accommodate a truck. He also outlined the method of arranging plants according to factors such





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This is the conclusion drawn by America's largest rose grower during extensive tests conducted in their Newark, New York Nursery. After four months of dormant storage, RUTEX treated plants thrived as well during the planting season as comparable plants treated with conventional packing materials. Because RUTEX retains water longer, makes for easy application, and eliminates bulky packing, it is fast becoming an effective substitute for moss and similar materials for dormant storage.

RUTEX is a transparent liquid which can be sprayed or dipped on the roots, and in some cases, the tops of plants. By forming a sponge-like film with high water-absorbing and water-retaining properties, RUTEX replaces packing materials like moss, peat and shingletoe.

During this test several significant differences came to light. Because RUTEX was sprayed as the first step in preparing roses for dormant storage, it reduced the time and manpower required by the

hand packing of moss. And, even during storage, RUTEX treated roses were watered only once every 2 to 3 weeks, while roses packed in moss required watering twice a week.

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Many other nurserymen throughout the country have acclaimed RUTEX as an effective substitute for packing materials on a wide range of plant varieties. For dormant storage, transplanting or bare root shipping, RUTEX meets top performance requirements at lower cost.

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STREET .....

CITY ..... STATE .....



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**in varieties!...Certified for Western Shipment!**

Also wide selections of Evergreens,  
Shade Trees, Ornamentals, Flowering  
Shrubs, etc. . . . suitable for planting  
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**Terminalis** (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

	Per 100	Per 1000	Per 1000
	F.O.B.	5000 or more	
Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade....	Prepaid \$6.50	here \$53.00	in same shipment \$50.00
Heavy 2-yr. plants .....	7.50	70.00	65.00

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**Florist and Nurseryman**  
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Taxus	Magnolia
Hemlock	Dogwood
Pieris	Cotoneaster
Rhododendron	Pyracantha
Azalea	Viburnum

All Sizes  
All Stock Certified for  
Western Shipment

Write for Price List

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Low-priced, Medium-sized, High-quality  
LANDSCAPE STOCK

Azaleas, Hx, Ligustrum and others—  
growing at our Holly Creek Nursery,  
Melfa, Va.

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Rhododendron • Kalmia • Azalea

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CALICOON, N. Y.

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Growers of a general line  
of nursery stock  
Visitors welcome.

**FAIRVIEW EVERGREEN NURSERIES**  
FAIRVIEW, Erie Co., PA.

as height, cultural requirements or period of bloom.

For example, the low-growing types should be in the foreground, with those of gradually increasing height toward the back. Plants in successive aisles may be grouped in similar fashion according to their cultural requirements, such as those which require shade, sun, acid soil, etc.

Another grouping might be according to period of bloom, with the first to flower (such as the Korean azalea) near the front. This same system could be continued with flowering trees, narrow-leaved evergreens and other groups. Mr. Bond further explained that each block of plants should have an easel with a sign on it, telling the name of the plants, giving a description of them and stating the soil conditions they require and their uses in the home landscape.

### Handling Plants

The price tag on each plant should state the firm's name and the plant's name, size and price. The speaker also suggested using a perforated tag with duplicate plant information printed on the end to be torn off and saved as part of the inventory system. This is an easy method to record exactly what plants are sold each day and will be of invaluable help in planning next year's purchases. Mr. Bond also recommended using "Sold" signs to tag plants that had been selected by a customer and were being moved out into the aisle.

The salesperson who moves plants into the customer's car should take the plants outdoors in a cart, place a moisture-resistant sheet of paper (precut and stamped with the shop name) in the car trunk and put the plants carefully into the trunk. This is all part of customer service that helps to upgrade the nursery business.

The speaker illustrated the importance of how merchandise is handled with examples of sales methods in apparel shops, which glamorize their products by giving special attention to personal service and packaging. He asked the members of the audience if they had a feeling of pride when they saw their plants leave their place of business.

### Use of Display Gardens

Another of Mr. Bond's suggestions to help keep traffic moving during peak business was the use of display gardens. These can include sample foundation plantings, rose trellises or anything else that is timely in a

# BAIER LUSTGARTEN AZALEALAND NURSERIES

Northern-grown, hardy azaleas, well-budded, sheared, heavy stock, field-grown, excellent foliage, over 200,000 for fall and spring delivery. All B&B.

## AZALEA GABLE

Louise Gable (double, pink)

Rose Greeley (white)

	Each
8 ins. ....	\$1.00
10 ins. ....	1.25
12 ins. ....	1.50
15 ins. ....	2.50
<b>Rose Bud (double, pink)</b>	
8 ins. ....	1.00
10 ins. ....	1.25
12 ins. ....	1.50
15 ins. ....	2.50
18 ins. ....	3.50

## AZALEA KAEMPFERI

Carmen (large, rose color)

Fedora (pink)

Louise (red)

Othello (brick red)

Salmon Beauty (salmon color)

8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50
20 ins. ....	3.50
24 ins. ....	5.00
30 ins. ....	6.00
36 ins. ....	7.50

## AZALEA KURUME

Addy Wery (deep vermillion)

8 ins. ....	1.00
10 ins. ....	1.25
12 ins. ....	1.50
15 ins. ....	2.50
18 ins. ....	3.50

Amoena (purple-red)

Hino-Crimson (crimson)

Maxwelli (red)

8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50

Apple Blossom (shell pink)

Daybreak (light pink)

Favorite (deep rosy pink)

	Each
8 ins. ....	\$0.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50
20 ins. ....	3.50
24 ins. ....	5.00

Coral Bells (pink)

Polaris (double, white)

Snow (white)

8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00

Hinodegiri (very dark red)

8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50
20 ins. ....	3.50
24 ins. ....	5.00
30 ins. ....	6.00
36 ins. ....	7.50

Orange Beauty (orange)

8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50

## AZALEA VUYKIANA

Beethoven (mauve-lilac, waved petals)

Johann Strauss

(single, rose, blotched)

8 ins. ....	.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50
20 ins. ....	3.50

Ledifolia Alba (white)

Lilacina (fragrant, lilac color)

	Each
8 ins. ....	\$0.75
10 ins. ....	1.00
12 ins. ....	1.25
15 ins. ....	2.00
18 ins. ....	2.50
20 ins. ....	3.50
24 ins. ....	5.00

Mollis

(pink, yellow and orange)

12 ins. ....	1.75
15 ins. ....	2.00
30 ins. ....	7.50

Mucronulatum

12 to 18 ins. ....	2.00
18 to 24 ins. ....	3.50

## SPECIAL

WE ARE GROWING THE NEW, FAMOUS AND VERY HARDY EXBURY HYBRID AZALEAS. THEY WERE ORIGINALLY GROWN ON THE ROTHSCCHILD ESTATE IN ENGLAND AND UNTIL RECENTLY WERE NOT FOR SALE AT ANY PRICE. THEY ARE THE SUPERIORS OF ALL DECIDUOUS AZALEAS.

Ready for fall, 1961, in limited quantities only.

5-yr., 18 ins. .... \$3.50

Berry Rose	J. Jennings
Brazil	Knighthood
Firefly	White Swan
Gibraltar	Hotspur
Ginger	Aurore
Hugh Wormald	Cecile

## AZALEA

Pontica Narcissiflora,

18 ins., B&B ..... \$3.50

Pontica Daviesi,

18 ins., B&B ..... 3.50

Rooted cuttings of all above varieties ready November 1. \$50.00 per 1000.

1-yr., T., \$125.00 per 1000.

Our azalea beds are treated for shipment outside Japanese Beetle zone.

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Long Island's Largest Nurseries

WRITE FOR CATALOG



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**Streets—Parks—Forests**

**Long Life—Strength—Coloring**

Collected. Nursery Grown.

Any quantity available.

1/2 to 12-in. cal.

Beech, Red Maple, Red Oak,  
Ash, Birch, Serviceberry or  
Juneberry, Hemlock, Fir,  
Spruce and Pine  
also available

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## BOBBINK NURSERIES, INC.

Specialists in Coniferous and  
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FOR QUALITY  
EVERGREEN SEEDLINGS  
OR  
CUT CHRISTMAS TREES**

Why not write today —

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R. D. 2 Clymer, Pa.

**QUALITY LINERS  
WILSEY EVERGREEN NURSERY**

Corfu, N. Y.  
Phone: East Pembroke 6411  
Located Near Indian Falls

particular sales season. The speaker recommended having a garden feature in a shop all 12 months of the year. People become interested in what is on display and what changes are made from week to week.

Mr. Bond also recommended moving displays about, so that the sales area looks different at different seasons. He added that many times a particular plant item that is not selling in one location will be sold when moved to another. Mr. Bond stressed the necessity of keeping customers busy, by keeping them interested in these frequently changed displays; the result is a continuous flow of traffic through the establishment at peak seasons. He feels it is also important to have someone with intelligence, both horticultural and psychological, at the cash register, and also to have displayed near the register those small items which people ordinarily will forget but which they will add to purchases as they leave the store.

Mr. Bond's concluding statement summed up the ideas he had emphasized: That merchandise should be priced, that garden center operators should be better housekeepers, that nurserymen should be proud of their business and that all stores should be well stocked.

### NEW FRUIT LIST

The 1961-1962 catalog of new fruits available through the New York State Fruit Testing Association can now be obtained on application to Cornell University's New York state experiment station at Geneva. The association operates closely with the experiment station in the propagation and distribution of new varieties developed at Geneva. It also propagates some promising new sorts originating elsewhere and found worthy of trial by the station fruit specialists.

Featured in the new catalog are several recent introductions in apples, peaches, nectarines, grapes, blueberries, raspberries and blackberries. In addition, several promising selections of tree fruits, small fruits and grapes from the experiment station breeding program which are still under number are listed as available in limited quantities.

The catalog has a section on the planting and care of fruits, including information on proper spacing of different kinds of fruits, the use of fruits in landscaping, hardiness, time of bearing and other factors involved in successful fruit production.

## ATTENTION

100,000, more or less, *Taxus* in varieties —6 to 7 yrs., 3 times transplanted, well trimmed, A-1 quality stock. Plus 10,000 *Juniperus pfizeriana* — 12 to 18 ins. and larger, well sheared, several times transplanted. Also, about 200,000 *Cornus florida*—strong 2-yr. seedlings. Must be moved by May 1, 1962, since land is to be vacated for development.

List on request. Come and see us.

We also have very large quantities of liners to offer in sizes from rooted cuttings and grafts up to 3 and 4-yr.

**Verkade's Nurseries, Inc.**  
Wayne, N. J.

## ROSES

Central Pennsylvania Grown  
2-yr.-old, field-grown plants.  
Hybrid Teas—Floribundas—Climbers

## EVERGREENS

Landscape Material  
Twice transplanted, regularly sheared.  
Young, salable evergreens for cash-and-carry trade of garden shops, roadside markets and nurseries.

Write for wholesale price list.

**SHADE'S NURSERY**  
624 Colonial Club Dr.  
Harrisburg, Pa.

Phone: Harrisburg, KI 5-5417  
5 miles east of Harrisburg on U. S. Rt. 22, turn north at Inn 22; nursery 1 mile north of U. S. Rt. 22.

## LINING-OUT STOCK

In Wide Assortment

*Acer atropurpureum* Bloodgood,  
*Azaleas*, *Berberis*, *Cornus florida* rubra, Evergreens, *Ilex*, *Magnolias*, Hybrid *Rhododendrons*, *Taxus*, in variety, etc., in 1, 2 and 3-yr. transplants at competitive prices. Write for list on business stationery.

**DEERFIELD NURSERIES**  
Deerfield, N. J.

**For Quality Stock  
RICKERT NURSERIES**

Successor to Moon's  
Established 1767  
MORRISVILLE, PA.

## DEL-MAR-VA NURSERIES

Growers of Quality  
*Taxus*, *Ilex* and other Ornamentals.  
Ask for list.  
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## HOLLIES

American - English - Oriental  
Container-Grown  
**HOLLY HILL FARMS**  
Earleville, Md.

# First Red All-America H.T. in 9 Years!



## Christian Dior

**N**EVER BEFORE has an All-America Selection offered so much beauty, such exceptionally fine cutting qualities, so much vigor, such tremendous display. Christian Dior, a magnificent, rich, exciting, rose-red beauty truly deserves the All-America Award and the right to be called the *finest red rose in the world today*.

Christian Dior's vivid red actually grows brighter under artificial lighting in the home; flowers hold for a long time after cutting and the color remains beautifully steadfast throughout its life . . . does not "blue" as it ages.

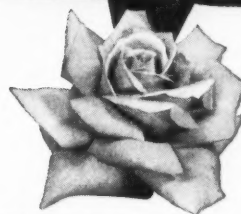
**ORDER EARLY . . .** order Christian Dior and our many other famous rose introductions now for your dormant and potted rose sales next spring. Large 4-color wall poster and other sales aids sent with each order—**FREE!**

**ORDER NOW FROM YOUR GROWER or write for complete wholesale catalog to:**

**INTRODUCERS AND GROWERS  
OF THE FAMOUS STAR ROSES**



*The Conard-Pyle Co.*



**INVITATION.** Just what its name implies . . . an invitation for all to see, to admire and to own. Invitation has large, robust blooms (up to 5 inches across) of rich salmon-orange. The plant itself, which is beautifully compact and bushy, becomes a perfect pedestal for a perfect rose. Add to this a lingering, spicy fragrance and you have a real best seller. H.T. (Swim & Weeks.) Pl. Pat. 2018.



**WAR DANCE.** New orange-scarlet rose that's bound to make a name (and plenty of sales) for itself among the Grandiflora roses. Rich, unfading color—fine form—vigorous, heavy-caned bush. High level performer even during summer heat. Gardeners everywhere will want War Dance. (Swim & Weeks.) Pl. Pat. 2017.

**WEST GROVE 220, PENNA.**

## CARPATHIAN WALNUTS

Hardy to 30 degrees below zero. Our seedlings are the hardy Metcalf strain. The parent trees have not missed a crop in the past 10 years. We believe that this is one of the hardiest and purest strains of high-producing trees in the country today.

We can supply these in quantities in 12 to 18 ins., 18 to 24 ins. and 2 to 3 ft.

Almey, Hopa and new Strathmore pyramidal flowering crabs.

*Dwarf fruit trees. Write today for list.*

### J. E. MILLER NURSERIES

W. Lake Rd.

Canandaigua, N. Y.

## CONTAINER-GROWN STOCK

### Ready Now

We have 50,000 container-grown plants for immediate sale.

Also complete list of B&B and lining-out stock for fall, 1961, shipment.

*Ask For List*

### VERKADE'S NURSERY, INC.

P. O. Box 336

New London, Conn.

Phone: GI 3-4406

## CANADIAN HEMLOCK and BALSAM FIR

### Northern-Grown

		Per 100	Per 1000
3 to 6 ins., S.	.....	\$ 3.00	\$ 17.50
6 to 9 ins., S.	.....	5.00	30.00
9 to 12 ins., S.	.....	9.00	70.00
12 to 18 ins., S.	.....	12.50	100.00
18 to 24 ins., S.	.....	30.00	.....

Freshly collected. Well rooted. Puddled and packed in sphagnum moss. Catalog of plants, ferns, evergreens on request.

**WILLIAM CROSBY HORSFORD**  
Charlotte, Vt.

## QUALITY NURSERY STOCK IN LANDSCAPE SIZES

**SHADE TREES:** Maple—Norway, Scarlet and Sugar, Locust—Sunburst, Mornline and Shademaster and Pin Oak. Sizes on most shade trees are in the 2 to 5-in. cal. size.

**EVERGREENS:** Austrian Pine, up to 8 ft. Hetz Juniper, 18 to 24 ins., 2 to 2½ ft. and 2½ to 3 ft.

*Write for 1961 Price List.*

### BAKER'S NURSERIES

Hoosick Falls, N. Y.  
Phone: 861

## HARDY NATIVE FERNS, WILD FLOWERS TREES, SHRUBS and EVERGREENS

*Write for Wholesale Catalog*

**ISAAC LANGLEY WILLIAMS**  
Box AN Exeter, N. H.

## DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.  
*Write for Wholesale Price List.*

**LOVETT'S NURSERY, INC.**  
LITTLE SILVER, N. J.

## PARMENTIER'S ROSES

119 Grady St. Bayport, L. I., N. Y.  
Phone: BAyport 8-0811

*Nursery Price List  
Sent on Request*

## LINERS

Taxus, 1 and 2-yr.; Hydrangea Hills of Snow, Cydonia japonica, Red-leaved Barberry, Forsythia Spring Glory, etc.

**BROUWER'S NURSERIES**  
P. O. Box 25 New London, Conn.

## COVER ILLUSTRATION

### Acer Diabolicum

Native to Japan and cultivated since 1880, *Acer diabolicum*, the devil maple, is a relatively small species, reaching a height of about 35 feet where favorably situated, but otherwise likely to mature at less height. This maple can be considered a rather coarse tree, in comparison with most of the smaller-growing members of the genus, in woody structure, foliage and fruit.

On the species type, heavy branches break from a stout trunk to form the substantial framework carrying a broad, well-rounded head, which is considerably wider than the tree is high, the specimen pictured on the cover being 30 feet



Foliage of *Acer Diabolicum*

wide and 25 feet tall. The thick leaves are 5-lobed, four to six inches across and have short, long-pointed lobes coarsely dentate and densely hairy on the veins beneath. The fruit has upright or spreading wings, with bristly nutlets about one fourth of an inch in diameter.

Without the lightness of branch and daintiness of foliage which lend charm to many of the little maples, *A. diabolicum* does have its good points; it is fairly hardy, husky and well qualified to stand the neglect and abuse usually accorded street trees. It will survive, if not flourish, under conditions too harsh for trees of lesser vigor.

A variety, *Acer diabolicum purpurascens*, has purplish flowers and



Stroudsburg, Pa.



## SPECIALS

### From New Descriptive Catalog — Fall, 1961 — Just Off the Press

1000 acres of choice Tennessee soil devoted to the growing of top-quality nursery stock for our fellow nurserymen and garden centers. We are listing a few bargains here, and more are in store for you in our new 1961 fall wholesale descriptive catalog, just off the press. Write for your copy if you have not received it.

#### SHADE TREES — FLOWERING TREES — HONEYSUCKLE VINES

##### ACER PLATANOIDES (Norway Maple).

	Per 10	Per 100	Per 1000
3 to 4 ft., transplants	\$ 8.00	\$ 70.00	\$ 600.00
4 to 5 ft., transplants	11.00	100.00	900.00
5 to 6 ft., transplants	15.00	125.00	1100.00
6 to 8 ft., 3/4-in. cal.	25.00	200.00	1500.00
8 to 10 ft., 1 1/4 to 1 1/2-in. cal.	30.00	250.00	....
10 to 12 ft., 1 1/2 to 2-in. cal.	35.00	300.00	....

##### ACER SACCHARUM (Sugar or Hard Maple).

	Per 10	Per 100
4 to 5 ft., br., transplants	\$15.00	\$100.00
5 to 6 ft., br., transplants	17.50	150.00
6 to 8 ft., br., transplants	22.50	200.00
8 to 10 ft., br., transplants	30.00	250.00

##### CASTANEA MOLLISSIMA (Blight-Resistant Chinese Chestnut). Seed came from an orchard of select strain.

	Per 10	Per 100
12 to 18 ins., 2-yr.	\$ 4.00	\$ 30.00
18 to 24 ins., 2-yr.	5.00	40.00
2 to 3 ft., 2-yr.	7.00	50.00
3 to 4 ft., 3-yr.	8.50	75.00
4 to 5 ft., 3-yr.	11.00	100.00
5 to 6 ft., 3-yr.	13.50	125.00

##### CORNUS FLORIDA ALBA PLENA (Double White Dogwood).

	Per 10	Per 100
6 to 12 ins.	\$ 6.00	\$ 50.00
12 to 18 ins.	7.50	75.00
18 to 24 ins.	10.00	100.00
2 to 3 ft., br., bloom buds	17.50	150.00
3 to 4 ft., br., bloom buds	27.50	250.00

(B&B—50c extra per tree)

##### CORNUS FLORIDA (White-Flowering Dogwood).

	Per 10	Per 100	Per 1000
6 to 12 ins., S.	\$ 3.00	\$ 20.00	
12 to 18 ins., S.	4.00	30.00	
18 to 24 ins., S.	6.00	50.00	
2 to 3 ft., S.	\$ 1.50	10.00	90.00
18 to 24 ins., br.	3.00	20.00	....
2 to 3 ft., br.	4.50	35.00	....
3 to 4 ft., br.	7.50	60.00	....
4 to 5 ft., br.	12.50	100.00	....
5 to 6 ft., br.	17.50	150.00	....
6 to 8 ft., br.	22.50	200.00	....

(B&B—50c extra per tree)

##### CORNUS FLORIDA RUBRA (Pink-Flowering Dogwood).

	Per 10	Per 100	Per 1000
Boyd's select strain.			
6 to 12 ins., 1-yr.	\$ 6.00	\$ 50.00	\$ 450.00
12 to 18 ins., 1-yr.	7.00	60.00	550.00
18 to 24 ins., 1-yr.	9.00	75.00	700.00
24 to 30 ins., 1-yr.	12.50	100.00	900.00
30 to 36 ins., 2-yr., br.	15.00	125.00	1100.00
3 to 4 ft., 2-yr., br.	17.50	150.00	1400.00
4 to 5 ft., 3-yr., br.	30.00	250.00	....
5 to 6 ft., 3-yr., heavy, br.	35.00	300.00	....
6 to 8 ft., 4-yr., heavy, br.	50.00	400.00	....

(B&B—50c extra per tree)

**THE RAINBOW TREE.** 5-N-1 Flowering Crab Apple. Yes, here is the tree that has been wanted for a long time, the popular Flowering Crab Apple, with five varieties of blooms, all blooming on one tree. One limb each of the following species: *Aldenhamsensis*, *Almey*, *Eleyi*, *Hopa* and *Dolgo*. Each limb a different foliage and color of bloom. Per 10 Per 100  
4 ft., 9/16-in. cal. \$13.00 \$115.00  
4 ft., 11/16-in. cal. 15.00 125.00

##### ALMEY FLOWERING CRAB APPLE. New! Fiery-crimson!

	Per 10	Per 100
Sensational!		
2 to 3 ft.	\$ 7.50	\$ 60.00
3 to 4 ft.	10.00	80.00
4 to 5 ft., br.	12.50	100.00
5 to 6 ft., br.	17.50	150.00

##### HOPA FLOWERING CRAB APPLE.

##### ELEYI FLOWERING CRAB APPLE.

	Per 10	Per 100
2 to 3 ft., whips	\$ 4.00	\$ 30.00
3 to 4 ft., whips	4.50	35.00
4 to 5 ft., whips	5.50	45.00
3 to 4 ft., br.	7.50	60.00
4 to 5 ft., br.	10.00	75.00
5 to 6 ft., br.	12.50	100.00
6 to 8 ft., br., B&B only	27.50	250.00

##### 5-N-1 APPLE Fruit Trees.

**5-N-1 APPLE.** The City Man's Orchard. Five different varieties budded on one tree—Yellow Delicious, Red Delicious, Stayman Winesap, Yellow Transparent and Rome Beauty. Nice well-branched trees. Per 10 Per 100

	Per 10	Per 100
9/16 to 11/16-in. cal., br.	\$11.00	\$100.00
11/16 to 3/4-in. cal., br.	12.50	115.00
3/4-in. cal. and up, br.	15.00	125.00

All 2-yr., 4 to 5 ft., well-branched.

**MALUS** (Weeping Pink-Flowering Crab Apple), (Oekonomierat Echtermeyer). Single, purplish-red, dark red fruit. Bronze-green foliage. Weeping habit similar to a Weeping Willow. Each Per 10

	Per 10	Per 100
3 to 4 ft.	\$1.75	\$15.00
4 to 5 ft.	2.25	20.00

##### PRUNUS NEWPORT (Purple-Leaved Plum).

	Per 10	Per 100
3 to 4 ft., br.	\$4.50	\$40.00
4 to 5 ft., br.	6.00	50.00
5 to 6 ft., br., 2-yr.	8.00	75.00

##### PRUNUS THUNDERCLOUD (Dark Purple-Leaved Plum).

	Per 10	Per 100
3 to 4 ft., br.	\$ 5.00	\$ 45.00
4 to 5 ft., br.	6.50	60.00
5 to 6 ft., br.	8.50	75.00
6 to 8 ft., br.	12.00	100.00

##### QUERCUS BOREALIS (Northern Red Oak).

**QUERCUS PALUSTRIS** (True Pin Oak). One of the best shade trees known—of rapid growth. Per 10 Per 100

	Per 10	Per 100
3 to 4 ft., br.	\$ 6.00	\$ 50.00
4 to 5 ft., br.	11.00	100.00
5 to 6 ft., br.	17.50	150.00
6 to 8 ft., br.	22.50	200.00

##### PRICES ON DOUBLE—RED, PINK, WHITE AND PEPPER-MINT FLOWERING PEACH.

	Per 10	Per 100
3 to 4 ft., br.	\$4.00	\$35.00
4 to 5 ft., br.	5.00	45.00
5 to 6 ft., br.	6.50	60.00

##### LONICERA JAPONICA HALLIANA, Hall's Japanese Honeysuckle.

	Per 10	Per 100	Per 1000
1-yr., transplants, No. 3	\$0.60	\$ 5.00	\$40.00
1-yr., transplants, No. 2	.65	6.00	50.00
1-yr., transplants, No. 1	.75	6.00	55.00
2-yr., No. 2	.85	6.00	55.00
2-yr., No. 1	1.00	7.00	65.00
3-yr., No. 1	1.50	10.00	90.00

**BOYD NURSERY CO.**

**McMinnville, Tenn.**

## LINING-OUT STOCK

	Each Per 100	Each Per 1000
<b>Acer palmatum</b>		
3-yr., T., S., grafting size..	\$0.12	\$0.10
<b>Acer palmatum atropurpureum</b>		
2-yr., grafts .....	1.50	1.25
3-yr., grafts .....	2.00	1.75
<b>Chamaecyparis obtusa gracilis</b>		
1-yr., grafts .....	.85	.75
<b>Fagus sylvatica, Rivers (Purple Beech)</b>		
1-yr., grafts .....	1.00	.90
<b>Fagus sylvatica, Weeping</b>		
1-yr., grafts .....	1.00	.90
2-yr., grafts .....	1.75	1.50
<b>Fagus sylvatica, Fernleaf</b>		
1-yr., grafts .....	1.25	1.10
2-yr., grafts .....	2.00	1.75
<b>Fagus sylvatica, Tricolor</b>		
1-yr., grafts .....	1.25	1.10
<b>Picea, Koster (Blue Spruce)</b>		
1 yr., grafts, heavy .....	1.75	1.50
<b>Pinus cembra</b>		
1-yr., grafts, heavy .....	1.25	1.00
<b>Sciadopitys verticillata</b>		
2-yr., S., peat pots .....	.50	.45
<b>Taxus cuspidata, densiformis, hatfieldi, frutescens, Hicksi and Vermeulen</b>		
2-yr., T., beds .....	.25	.20
3-yr., T., beds .....	.35	.30
6-yr., TT., field rows, ideal for canning .....	.80	.75
<b>Tsuga, Sargent Weeping (Hemlock)</b>		
1-yr., grafts .....	1.00	.90
Finished Taxus in many sizes.		

All stock certified for western shipment.

### BALD HILL NURSERIES, INC.

Bald Hill Rd.

Pontiac, R. I.



### PRINCETON NURSERIES

1300 acres devoted to the production of the finest in ornamental plants.

Featuring shade and flowering trees in wide assortment.

Flowering shrubs, hedge plants, ground covers, evergreens, azaleas, vines, etc.

VISIT OUR NURSERY  
SEND YOUR WANT LIST  
WHOLESALE ONLY

### PRINCETON NURSERIES

Princeton, N. J.

Phone: WA 4-1776



### AZALEAS

Broad-leaved Evergreens and a general line of quality ornamentals.

THE TANKARD NURSERIES  
EXMORE, VA.

leaves that are reddish when unfolding. J. G.

### ASK MICHIGAN TO LIMIT STATE NURSERY SALES

Constitutional protection from competition by state government agencies was sought from the state constitutional convention meeting at Lansing October 4 by the Michigan Association of Nurserymen and its affiliate, the Michigan Seedling Growers' Association, according to John G. Zelenka, Grand Haven, Mich., president of M.A.N. and a director of M. S. G. A.

The seedling growers had challenged the legal authority of the conservation department to sell state-grown seedlings to the public, and at their request the conservation commission asked for an official opinion from the attorney general.

In support of its authority to sell its seedlings to the public the conservation department cites a section of an article of the state constitution dealing with "Finance and Taxation" permitting the state to engage in "reforestation, protection and improvement of lands in the state of Michigan."

The seedling growers and nurserymen contended that even if this does make the selling of seedlings to the public constitutional, state laws now on the books limit their planting to state-owned lands and private lands along highways and in public parks.

They pointed out that the present state constitution was adopted over 50 years ago, after forest fires, following extensive lumbering operations, pointed up the need for reforestation, with no private nurseries to furnish the seedlings.

Now, with private growers well able to supply the demand for private land planting, the nurserymen contended that authority for state agencies to compete with private enterprise to its detriment should be limited by the state constitution and asked the convention to give such action its consideration.

ELECTED president of Four Winds Nursery, Buffalo, N. Y., recently was Edwin M. Fava, former vice-president and general manager of the firm. He succeeds William R. Boocock, who became chairman of the board of directors.

OPEN house at its new offices, suite 400, 116 South Michigan avenue, Chicago, Ill., was held September 21 by the Chicago Horticultural Society.



### Better Bushes

at old-fashioned prices

Well-sheared B & B evergreens, broad-leaves, deciduous shrubs, shade and flowering trees. We invite you to visit our nursery and compare our prices. See our classified ad in this issue.

• Write for complete wholesale price list.

South Jersey

### Colonial Nurseries, Inc.

R. D. 1, Salem, N. J.

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### EVERGREENS

1000 acres of choice Evergreens  
ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.  
ROCKY HILL, CONN.

### BLOODGOOD NURSERIES

Dept. American Nursery Co.

R. D. 1

Doylstown, Pa.

Established 1790

Growing a general line of nursery stock.

Specializing in shade and ornamental trees.

Serving the Wholesale Trade

### BOULEVARD NURSERIES

Newport, R. I.

• Quality Nursery Stock

• Lining-Out Stock

• Root-Thru Plant Pots

### CHRISTMAS TREES

Wholesale

Select sheared Scotch Pine, Red Pine, Austrian Pine and Norway Spruce.

CHAPMAN'S NURSERY

553 Church St.

Indiana, Pa.

# EAST...WEST...NORTH...SOUTH

## JIFFY-POTS®

mean early starts...

...faster growth...

*Sacramento Nurseries, Oki Brothers, Sacramento, Calif.*

The Oki Brothers first tested Jiffy-Pots on their cuttings several years ago with a very favorable response. Transplanter-type containers were scheduled to become an integral part of their semi-automated gallon can production system handling over a million plants per year. They then conducted a thorough investigation of all available types of transplanter containers, including other types of peat pots. Their experience bears out that of dozens of large nurserymen throughout the country—Jiffies are best—better growth—faster root penetration.

Oki Brothers now use Jiffy-Pots exclusively for their entire gallon can production. Plants go from propagating bench right into 2¼ in. round Jiffy-Pots. After satisfactory growth is made, they are planted "pot and all" into gallon cans in a large semi-automatic transplanting and can handling machine which has been developed for this purpose.

*Jiffies make money for the Oki Brothers. So they can for you!*



George Oki—right in photo above



Owen Blackwell, Semmes, Alabama, left. This Azalea Red Wing that Owen is holding was carried in a cold frame from August to February and then benched in peat moss beds in the plastic house. Owen says, "All of our Azaleas will be handled in Jiffy-Pots because we can grow a larger plant in less time."



Charles Kempenaar of Boulevard Nurseries, Newport, R. I., is holding a Thuja Nigra that has been lined out in the field for 2 years after only 3 months in a Jiffy-Pot. Note the heavy root system and fine top growth.



Jack Hill, D. Hill Nursery, Dundee, Ill., showing a Hybrid Lilac making fine root growth through the walls of a 2¼-inch Jiffy-Pot. Cuttings taken in June are Jiffy-Potted in July, and 20 days later placed in the field, saving one year over the old method using conventional pots.

### JIFFY-POT PRICES

Model No.	Top, Diam and Shape	Depth of pot	Ship. Wt. per Case	Pack per Case	**EASTERN STATES			**WESTERN STATES		
					1 to 9 Cases	10 to 24 Cases	25 Up Cases	1 to 9 Cases	10 to 24 Cases	25 Up Cases
115	1½ ins., round	1¾ ins.	17 lbs.	3000	\$ 5.70	\$ 5.40	\$ 5.10	\$ 5.99	\$ 5.67	\$ 5.36
122	2¼ ins., round	2¼ ins.	37 lbs.	3000	\$ 7.50	\$ 7.15	\$ 6.80	\$ 7.88	\$ 7.51	\$ 7.14
130	3 ins., round	3 ins.	37 lbs.	1500	\$13.30	\$12.65	\$12.00	\$13.97	\$13.28	\$12.60
*217	1¾ ins., square	2¼ ins.	34 lbs.	3000	\$ 7.20	\$ 6.85	\$ 6.50	\$ 7.56	\$ 7.19	\$ 6.83
222	2¼ ins., square	2¼ ins.	37 lbs.	2500	\$ 8.40	\$ 8.00	\$ 7.60	\$ 8.82	\$ 8.40	\$ 7.98
230	3 ins., square	3 ins.	40 lbs.	1000	\$16.00	\$15.25	\$14.50	\$16.80	\$16.01	\$15.23
335	3½ ins., shorty	3 ins.	40 lbs.	1000	\$17.75	\$16.50	\$15.25	\$18.64	\$17.33	\$16.01
340	4 ins., round	3¾ ins.	35 lbs.	750	\$29.50	\$28.00	\$26.50	\$30.98	\$29.40	\$27.83
425	2½ ins., Rose	3¼ ins.	35 lbs.	2000	\$10.00	\$ 9.50	\$ 9.00	\$10.50	\$ 9.98	\$ 9.45

### JIFFY-STRIP PRICES

Model No.	Pot Size	Ship. Wt. per Case	Jiffy-Strips per Case	**EASTERN STATES			**WESTERN STATES		
				1 to 9 Cases	10 to 24 Cases	25 Up Cases	1 to 9 Cases	10 to 24 Cases	25 Up Cases
517	1¾ ins.	34 lbs.	300	\$ 8.28	\$7.86	\$7.44	\$ 8.69	\$ 8.25	\$7.81
*522	2¼ ins.	34 lbs.	200	\$10.08	\$9.60	\$9.12	\$10.58	\$10.08	\$9.58

\*Available about January 1, 1962

\*\*Western states prices apply in the following states: Arizona, Alaska, California, Hawaii, Idaho, Nevada, Oregon, Utah and Washington. Eastern states prices apply to all other States.

Various sizes may be combined to obtain quantity prices. SOLD IN CASE LOTS ONLY. Prepaid in lots of 150 lbs. or more in the continental U.S. excluding Alaska and Hawaii. Otherwise F.O.B. West Chicago; Bayonne, N. J.; Allentown, Pa.; Toledo, O.; Houston, Tex.; Los Angeles, Calif.; San Francisco, Calif.; Portland, Ore.; Mobile, Ala.



Sold through distributors only—order from them.

## JIFFY-POT® COMPANY OF AMERICA

P.O. BOX 338, WEST CHICAGO, ILL., PHONE 312-231-3900



## THIS BUSINESS OF OURS

*Reflections on the Problems of Nurserymen*

*By E. Sam Hemming*

### BUSINESS OLD AGE

Businesses are said to have life cycles as other "living" things do. There are periods of youth, when the business is growing, dynamic; of maturity, when growth levels off and production reaches its highest point, and of old age, when business declines toward its end.

Last year, reading an article on business and its life cycles, I was a bit startled to find that one of the first signs of full maturity and beginning decline is for the business to build an elaborate establishment and offices. I could not help wondering why that should be so until it was vividly proved in a local situation. Last year a 40-year-old local firm erected an elaborate office building that cost \$400,000; this year it is frantically attempting to merge with another firm and seriously considering orderly liquidation. It is true that a changing market picture accentuated the difficulty, but because of internal old age, reorientation is hard to put into effect.

At the same time that this new office was built, a local bank, 150 years old, made extensive alterations in its building and put up a fine, new drive-in branch. This business is growing successfully. The key seems to be the motivation of the elaborate new building program. In the first case, the new building made it nicer for the employees and executives, but bore no relation to customers. (Chances are that regulations within the business made it harder for the customer to do business with the firm.) In the case of the bank, customers found it easier to transact business, and the atmosphere was improved.

### Accessible Executive Important

I fully believe the greatest hindrance to American business today is the secretary's saying, "Who's calling, please?" To elaborate, I am willing to bet that in the case of the business first mentioned it is now difficult to get in to see the president. A business friend whose gross income runs to an attractive figure remarked to me, "I sure do get mighty tired of begging a man to take my money." This is certainly true both in professions and businesses: Once a man reaches a

certain level of success, he makes it awfully hard for one to give him his money. Doctors and lawyers can probably get away with it, but businessmen, nurserymen included, cannot. Old age and decline will surely set in. I think banks have been one of the first to realize this; an important official in a bank is much easier to see than many other executives.

Nurserymen, too, can be infected with this disease of inaccessibility, and it is my belief that it is the fault of the boss if the business declines into old age and that the way to forestall it is for the boss to be the accessible one. I know, in my own case of operating a landscape business, that if I have more calls than I can make and two or three months' work on hand, I may become indifferent, but I must not. It is my job to see that the customers are visited or turned over to the right employee.

Mail-order nurserymen are con-

cerned over the future of their business, but I feel sure that it will survive if they are alert. Though I am certainly not in a position to tell them how to run their business, I do have a suggestion for the boss: In addition to establishing policy and organization, the boss should take care of difficult orders and complaints, himself. He can let his employees run the routine.

### Complaint Handling

I can cite an incident that would be funny if it were not exasperating. We have a tiller of a good make for which we need a part. Since that part was broken before, there has been a design change to correct the fault, but now we just cannot seem to get a part to fit the model we have. For more than two months we have been trying to get the right part and, even though we send the model number, we have not succeeded. All that is needed is some intelligent thought on the other end.

I am really serious in saying that it is the boss who should be more accessible than he is, even if some subordinates retain their seclusion from the public and their customers. I am quite sure this is not so difficult as it may seem; I should go further and say that the boss

## SELECTED PLANTS FOR BONSAI TRAINING

	Each
<i>Acer palmatum</i> , 2-yr., T. ....	\$0.25
<i>Chamaecyparis nootkatensis glauca compacta</i> , 2 1/4-in. pots .....	.40
<i>Cryptomeria japonica lobbi nana</i> , 2 1/4-in. pots .....	.50
<i>Picea abies clanbrasiliana</i> , 2 1/4-in. pots .....	.50
<i>Picea abies nidiformis</i> , 2 1/4-in. pots .....	.50
<i>Picea jezoensis hondoensis</i> , 2 1/4-in. pots .....	.30
<i>Pinus aristata</i> , 2 1/4-in. pots .....	.30
<i>Pinus mughus</i> , 3-yr., S. ....	.20
<i>Wisteria sinensis</i> , 2-yr., S. ....	.20

Complete List of Liners on Request

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P. O. Box 128

Wayne, N. J.

## ORNAMENTAL EVERGREENS

### Trees and Shrubs

### BAGATELLE NURSERY, INC.

Box 196, Huntington Station, N. Y.

Mention The American Nurseryman when you write.

### CHRISTMAS TREES

10,000 beautiful Scotch Pine,  
sheared many times.  
For appointment to see trees,  
call or write—

**SAM DIBLE NURSERY**

Shelots, Pa.  
Phone Parkwood SA 6-5377

### LARGE PINK DOGWOOD

Well-spaced, 3x6 ft., 6 to 8 ft. high,  
full of buds.

### B&B EVERGREENS

Write for price list.

### CLINTON NURSERIES

Clinton, Conn.

FIR  
PINE  
SPRUCE

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MILLIONS

WHOLESALE ONLY

### TRIM TREE NURSERY

R D 1 INDIANA PA

### LINING-OUT STOCK

Seedlings, Rooted Cuttings  
and Transplants

Write for list.

### LEGHORN'S EVERGREEN NURSERY CO., INC.

50 Geer St.

Cromwell, Conn.



## Take Your Choice from Thilco's **3 NEW** **PROTECTIVE** **NURSERY** **WRAPPERS**

### 1 - CREPED POLY-COATED KRAFT

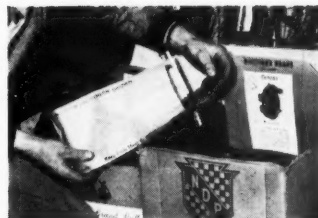
Tough, durable, wet-strength treated kraft coated with black polyethylene and machine creped for flexibility. Very effective for protecting nursery stock in storage and transit — allows passage of air thus permitting plants to "breathe" and live. Opaque black poly blocks out injurious light rays to sensitive plant roots — prevents escape of root mixture. Lightweight, yet extremely durable it has hundreds of uses around the nursery.

### 2 - EXTENSIBLE POLY-KRAFT

Thilco extensible kraits have a "built-in" controlled stretch of about 15% (not a crepe). This feature enables nursery stock wrappers to better withstand impact handling and shipping shocks. Soft, pliable and easy to handle, the stretch adds to paper's strength factor because it will give under stress and not easily puncture or tear. Coated one side with clear polyethylene adds to strength and prevents root moisture escape — yet allows plants to "breathe".

### 3 - WET STRENGTH ASPHALTED KRAFT

A heavy-duty wrapper of sturdy, wet strength, moldproof treated, asphalt laminated duplex creped kraft with plenty of two-way flexibility (creped 20% lengthwise) and Thilco longitudinal pleating cross-wise for pliable forming and shaping wrapper tightly to plant or shrub. Duplex asphalt lamination, mold proofing and wet strength treatments add to paper's initial strength and ability to resist punctures and tears under moist conditions. The ideal wrapper where heavy-duty protection is of prime concern.



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TRIM-SIZED SHEETS FOR PLANT ROOTS



ROLL WRAPS FOR SHRUBS AND BUSHES



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Advertises as it Protects! Take advantage of Thilco's over-all advertising Print Decoration. It costs but just a few pennies more than plain, ordinary wraps.



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## GARDEN STORE ? SALES LOT ? LANDSCAPING ?

No matter how you sell, Quality Counts!

Satisfied Customers come back to you again for more Berryhill Stock, which has . . .

### • SALES APPEAL

### • LIVABILITY

### • HANDLEABILITY

#### Juniper, Pfitzer

	Each per 100
15 to 18 ins. ....	\$2.25
18 to 24 ins. ....	2.75
24 to 30 ins. ....	3.25

#### Juniper, Burki

2½ to 3 ft. ....	3.75
3 to 3½ ft. ....	4.25
3½ to 4 ft. ....	5.00

#### Juniper, Keteleeri

3½ to 4 ft. ....	5.25
4 to 5 ft. ....	6.75

#### Spruce, Norway

2½ to 3 ft. ....	3.00
3 to 3½ ft. ....	3.50
3½ to 4 ft. ....	4.00
4 to 4½ ft. ....	4.90

#### Spruce, Black Hills

24 to 30 ins. ....	3.25
30 to 36 ins. ....	4.00

#### Arborvitae, Dark Green American

3 to 4 ft. ....	3.25
5 to 6 ft. ....	5.50

#### Arborvitae, Pyramidal

3 to 3½ ft. ....	2.90
3½ to 4 ft. ....	3.25
4 to 5 ft. ....	3.60
5 to 6 ft. ....	4.50

#### Arborvitae, Siberian

24 to 30 ins. ....	2.75
30 to 36 ins. ....	3.25
3 to 3½ ft. ....	3.50
3½ to 4 ft. ....	4.00

#### Euonymus Alatus

3½ to 4 ft., B&B ....	2.75
4 to 5 ft., B&B ....	3.50
5 to 5½ ft., B&B ....	4.25

#### Euonymus Alatus Compactus

30 to 36 ins., B&B ....	2.25
3 to 3½ ft., B&B ....	2.75

And of course many other varieties of Junipers, Arborvitae, Spruce, Pine, Taxus and Shrubs. Delivery in fall or spring or split trailers.

### ORDER NOW

Please write for our Catalog of B&B and Lining-Out Stock

## BERRYHILL NURSERY CO.

4½ miles N.E. on State Rt. 4

P. O. Box 696

Springfield, O.

### COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade  
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.  
ONARGA, ILL.

**PYRACANTHA COCCINEA LALANDI**  
Commonly known as Firethorn. Our stock is grown from heavily fruiting stocks. Shrubs carry huge clusters of holly-like berries all winter. One of the most desirable foundation shrubs in the trade.  
Liners, 2-in. pots, \$25.00 per 100; \$225.00 per 1000.  
Beardslee Nursery Perry, O.



should handle the most difficult jobs and people, or, at least, see that they are taken care of. We may exclude the 1 per cent or so of truly impossible customers.

To cite another example, some years ago I had as my customer one of the most successful men, materially, this country has produced and, because he was very interested in plants, I had a better chance to observe his business methods than I normally would.

Born of wealthy parents, he entered an industry unrelated to the one his father was in, built one of the largest American corporations and died one of the country's 10 wealthiest men, his fortune exceeding a quarter of a billion dollars. He was a lot easier to get in touch with than the president of most small-town businesses. He was keenly interested in every phase of his own business, talking about its products, turning on the radio to listen to his advertisements and carrying on experiments related to his business. He had factories all over the world and visited them regularly. I am sure that if there was a big complaint anywhere he knew about it, and he gave one the impression that if there was a small complaint over a box of one of his products on a store shelf, someone had better take care of it. Outside of presiding over his board of directors, he did not do much hiding in his inner sanctum. He wanted every customer he could get.

Old age in business, then, would seem to be a phenomenon which, although it comes to all businesses, may be forestalled almost indefinitely if the boss is alert enough to keep his business oriented outward and not turned inward.

### WYOMING LICENSE LAW

A new nursery and greenhouse law enacted by the Wyoming legislature has eliminated the reciprocal agreements with other states. As a result, all nonresident persons, firms or corporations involved in the sale or distribution of nursery stock grown outside the state must first secure a license from the Wyoming department of agriculture. Application for the license should be made to the division of plant industry, state department of agriculture, Cheyenne, Wyo. The fee for this license is \$10 for each person, firm or corporation.

ESTABLISHED recently was the Kokomo Nursery & Landscaping Co., Kokomo, Ind.



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Got a shipment going hundreds of miles? Get it out by 9 A.M.... it arrives the same day! Got a shipment going about 50 miles? Ship it out around 9 A.M.... it's there by noon!

Whatever the destination of your shipment, chances are, a Greyhound is going there anyway... *right to the center of town.* Greyhound travels *over a million miles a day!* No other public transportation goes to so many places—so often.

You can ship anytime. Your packages go on regular Greyhound passenger buses. Greyhound Package Express operates twenty-four hours a day...seven days a week... *including weekends and holidays.* What's more, you can send C.O.D., Collect, Prepaid...or open a charge account.

**CALL YOUR LOCAL GREYHOUND  
BUS TERMINAL TODAY...OR MAIL  
THIS CONVENIENT COUPON TO:**

**GREYHOUND PACKAGE EXPRESS**  
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**Gentlemen:** Please send us complete information on Greyhound Package Express service...including rates and routes. We understand that our company assumes no cost or obligation.

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COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_

## IT'S THERE IN HOURS...AND COSTS YOU LESS!

## LINING-OUT STOCK!

BE READY FOR THE FUTURE—PROJECT THE VALUE OF THIS PLANT  
MATERIAL IN JUST FIVE SHORT YEARS.

**DON'T BE ASLEEP — REAP!**

Quan.	100 rate	1000 rate	Quan.	100 rate	1000 rate
<i>Acer ginnala</i>			<i>Pachistima canbyi</i> , ground cover		
2200 2-yr., 12 to 18 ins., S...	\$0.18	\$0.16	200 2-yr., pots	\$0.50	\$0.45
<i>Berberis Thunbergi atropurpurea</i>			<i>Pachysandra terminalis</i>		
(Crimson Pygmy)			3100 2 1/4 in. pots, 1 stem...	.17	.16
700 3-yr., 4 to 6 ins.	.40	.35	2700 2 1/4 in. pots, 2 stems...	.24	.21
<i>Cornus elegantissima</i>			<i>Prunus cistena</i>		
480 2-yr., T.	.20	.18	1000 12 to 15 ins., for canning.	.35	.30
<i>Euonymus alatus</i>			<i>Prunus glandulosa</i>		
700 3-yr., 12 to 15 ins., T.	.40	.35	2000 12 to 18 ins., T.	.18	.17 1/2
<i>Euonymus alatus compactus</i>			360 4-yr., 6 to 12 ins., TT.	.32	.28
1230 3-yr., T.	.40	.35	<i>Pyracantha coccinea lalandi</i>		
<i>Euonymus fortunei vegetus</i>			400 2-yr., pots	.32	.28
600 2-yr., pots	.22	.18	1580 2-yr., T.	.45	.38
1925 3-yr., T.	.70	.65	<i>Rhodotypos kerrioides</i>		
<i>Euonymus fortunei radicans Sarcocoe</i>			1600 2-yr., 6 to 12 ins.,		
2000 2-yr.	.30	.28	multi-stemmed	.22	.18
560 3-yr., 8 to 10 ins., T.	.40	.35	<i>Sorbus aucuparia</i>		
<i>Forsythia Beatrix Farrand</i>			1000 1-yr., 12 to 18 ins., S.	.14	.11
1625 1-yr., T.	.35	.30	250 3 to 4 ft., T.	.58	.52
<i>Forsythia bronxiana</i>			100 4 to 5 ft., T.	1.10	...
1460 1-yr., T.	.38	.32	<i>Symphoricarpos hancocki</i>		
<i>Hydrangea A. G.</i>			500 2-yr., T.	.25	.22
500 1-yr., cuttings	.18	.16	<i>Taxus cuspidata capitata</i>		
<i>Ligustrum vicary</i>			9000 3-yr., S., root-pruned.	.16	.14
3000 2-yr., T.	.20	.18	<i>Taxus densiformis</i>		
<i>Magnolia soulangeana</i>			10,000 2-yr., T.	.30	.28
250 4-in. pots	.65	.55	<i>Taxus media wardi</i>		
<i>Magnolia stellata</i>			500 3-yr., T.	.42	.38
300 4-in. pots	.80	.70	<i>Teucrium chamaedrys</i>		
			300 3-yr., pots	.25	.22
			<i>Thuja occidentalis hoveyi</i>		
			745 3-yr., 6 to 10 ins., T.	.30	.28
			<i>Thuja occidentalis nigra</i>		
			2200 2-yr., 12 to 15 ins., T.	.40	.35
			<i>Thuja occidentalis pyramidalis</i>		
			1800 2-yr., pots	.30	.28
			<i>Thuja occidentalis woodwardi</i>		
			300 3-yr., T.	.40	.35
			<i>Viburnum burkwoodi</i>		
			720 3-yr., 8 to 12 ins., S., T.	.40	.35
			<i>Viburnum lantana</i>		
			1150 2-yr., 4 to 10 ins., T.	.22	.18
			<i>Viburnum lentago</i>		
			1790 2-yr., 2 to 3 ft., S., T.	.32	.28
			<i>Viburnum opulus nanum</i>		
			100 3-yr., 4 to 10 ins., TT.	.35	.32
			<i>Vinca minor</i>		
			2700 1-yr., pots	.20	.18
			<i>Weigela Bristol Ruby</i>		
			1000 1-yr., cuttings	.20	.18
			<i>Weigela vaniciei</i>		
			1000 1-yr., cuttings	.20	.18

### MALUS — 1-yr. grafts

	38¢ per 100; 35¢ per 1000
110	<i>Atrosanguinea</i> , brilliant carmine
172	<i>Baccata Jacki</i> , bright red fruit
355	<i>Dorothea</i> , pink
565	<i>Flame</i> , white flowers, red fruit
90	<i>Dittman</i> , double pink
355	<i>Makamik</i> , purplish-red, red fruit
340	<i>Micromalus</i> , pink flowers, yellow fruit
257	<i>Purpurea eleyi</i> , wine-red
309	<i>Purpurea Irene</i> , darkest of all reds
253	<i>Purpurea lemoinei</i> , bright wine red
148	<i>Marshall Oyama</i> , red fruit, pyramidal
675	<i>Scheideckeri</i> , semi-double pink
135	<i>Zumi calocarpa</i> , red-orange fruit
1080	<i>Oekonomierat Echtermeyer</i> , weeping crab, purplish-red flowers and fruit
	42¢ per 100 rate; 38¢ per 1000 rate

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1-yr., from flats  
\$6.00 per 100

**GILSON GARDENS**  
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**FLOWERING CRAB APPLE  
AND PLUM**

Up to 4-in. specimens.

**SHADE TREES**

**ORNAMENTAL TREES**

Thorne Brewster

**WILLOWBEND NURSERY**  
Perry, Ohio

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Rooted cuttings for landscape planting.  
\$7.50 per 100; \$65.00 per 1000.  
Peat pots.  
\$18.00 per 100; \$150.00 per 1000.  
**BEARDSLEE NURSERY** Perry, Ohio

## OBITUARY

### Theodore Van Veen

Theodore Van Veen, a prominent rhododendron grower and for many years owner and operator of the Theodore Van Veen Nursery, Portland, Ore., died September 6. At the time of his death, which was due to heart failure, he was 80 years of age.

Born at Arlanders Veln, in Holland, he received most of his horticultural experience in the Netherlands, with additional training in the Rhine valley and in England. From England he emigrated to Vancouver, B. C., where he worked as a gardener. In 1914 he moved to Portland and married. He did landscaping for several years until he established the present business in 1926 and started growing seedling azaleas as well as general nursery stock. He returned to growing rhododendrons in 1930.

Mr. Van Veen was one of the first nurserymen in the northwest to propagate rhododendrons from cuttings as well as doing original investigation in the use of humidifying systems in propagating. He was also active in the field of hybridization. He was a charter member of the American Rhododendron Society and an active member of the Oregon Association of Nurserymen and the Washington State Nurserymen's Association.

In addition to his widow, Doris, Mr. Van Veen is survived by his sons, Theodore, Jr.; Francis, Allen, James and Thomas, and three daughters, Janet, Dorothy and Mary. The nursery which he conducted will be continued under the same name.

### William H. Wolff

William H. Wolff, of the Alexander & Wolff Nursery, Springfield, Delaware county, Pennsylvania, died last summer after a short illness. The nursery, in which ilex, pieris and hardy lilies are the specialties, was started after Mr. Wolff's retirement from an official career. He wrote many articles for garden and other horticultural magazines and was well known locally as a garden expert.

Mr. Wolff was a graduate of Pennsylvania State University, in the class of 1906. He received his B.S. in horticulture in 1906 and his master's degree in 1908 from the same university. Later he taught at the University of New

# EVERGREEN LINERS?

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3. WILL YOUR SUPPLY BE ADEQUATE?

## EVERGREENS FOR RUGGEDNESS — UTILITY — LASTING BEAUTY

	Per 100	Per 1000		Per 100	Per 1000
<b>Abies concolor</b> (White Fir) Symmetrical growth and beautiful bluish foliage. 6 to 12 ins., not transplanted	\$11.00	\$ 99.00	<b>Ilex crenata rotundifolia</b> Dense dark green dwarf. 6 to 9 ins., once transplanted	\$20.00	\$180.00
<b>Abies lasiocarpa arizonica</b> (Corkbark Fir) Unusual bluish-green column. 6 to 9 ins., once transplanted	12.00	108.00	<b>Juniperus chinensis pfizeriana aurea</b> (Gold Pfizer Juniper) Luxuriant golden spreader. 6 to 9 ins., once transplanted	21.00	189.00
<b>Azalea Sherwood Red</b> Brilliant blood-red. 3 to 6 ins., once transplanted	16.00	144.00	<b>Juniperus chinensis sargentii</b> (Blue Sargent Juniper) Incomparable blue-green creeper. 6 to 9 ins., once transplanted	21.00	189.00
<b>Cephalotaxus harringtonia fastigiata</b> (Plum Yew) Handsome evergreen column. 6 to 9 ins., once transplanted	21.00	189.00	<b>Juniperus chinensis prostrata aurea variegata</b> (Gold Variegated Creeping Juniper) Foliage splotted bright gold. 3 to 6 ins., once transplanted	17.00	153.00
<b>Chamaecyparis lawsoniana taranthesis</b> Splendid new dark green cypress. 6 to 9 ins., once transplanted	21.00	189.00	<b>Juniperus japonica bandai sugi aurea</b> Magnificent dwarf gold-plumed juniper. 6 to 9 ins., once transplanted	29.00	261.00
<b>Chamaecyparis obtusa</b> (Hinoki Cypress) Layers of dark green foliage. 3 to 6 ins., once transplanted	18.00	162.00	<b>Juniperus squamata meyeri</b> (Meyer Juniper) Dense, heavy, plumelike branches, deep blue. 6 to 9 ins., once transplanted	24.00	216.00
<b>Chamaecyparis obtusa torulosa</b> Exciting dwarf with twisted foliage. 3 to 6 ins., once transplanted	20.00	180.00	<div style="border: 1px solid black; padding: 5px; text-align: center;"> <b>DID YOU KNOW?</b> That Red Cedar is not a cedar.         </div>		
<b>Chamaecyparis pisifera compacta nana</b> Dark green miniature globe. 3 to 5 ins., once transplanted	21.00	189.00			
<b>Chamaecyparis pisifera filifera nana aurea</b> , heavy type (Dwarf Golden Thread Cypress) A gem for planters and low foundations. 18 to 24 ins., twice transplanted, BR	34.00	306.00	<b>Kalmia latifolia</b> (Mountain Laurel) Compact shrub, bouquets of lively flowers. 12 to 15 ins., once transplanted	29.00	261.00
<b>Cytisus praecox</b> (Warminster Broom) A multitude of rich cream flowers. 24 to 30 ins., once transplanted, BR	28.00	252.00	<b>Mahonia aquifolium</b> (Oregon Grape) An ornate little evergreen shrub. 3 to 6 ins., not transplanted	8.00	72.00
<b>Cytisus purgans</b> (Provence Broom) Dwarf globe, brilliant yellow flowers. 18 to 24 ins., once transplanted, BR	24.00	216.00	<b>Pernettya mucronata</b> (Chilean Pernettya) Red-berried. A favorite. 6 to 9 ins., once transplanted	19.00	171.00
<b>Erica carnea King George</b> Completely covered with deep red flowers. 3 to 6 ins., once transplanted	15.00	135.00	<b>Picea excelsa aurea</b> (Golden Norway Spruce) Hardy, rapid-growing, golden conifer. 9 to 12 ins., once transplanted	30.00	270.00
<b>Erica cinerea C. D. Eason</b> An amazing dwarf, dazzling red flowers. 3 to 6 ins., once transplanted	15.00	135.00	<b>Picea excelsa nidiformis</b> (Nest Spruce) Wonderful, dwarf, dark green, flattened globe. 3 to 6 ins., twice transplanted	20.00	180.00
<b>Erica vagans Mrs. Maxwell</b> Flowers bright pink in enormous profusion. 3 to 6 ins., once transplanted	15.00	135.00	<b>Picea pungens</b> (Green Colorado Spruce) Handsome symmetrical, hardy tree. 15 to 18 ins., twice transplanted, BR	23.00	207.00
<div style="border: 1px solid black; padding: 5px;">           Refer to our new catalog for a great wealth of other fine evergreen material—both liners and finished stock.         </div>			<b>Pinus aristata</b> (Bristlecone Pine) The incredible conifer. 6 to 9 ins., not transplanted	24.00	216.00
<b>Euonymus radicans</b> (Wintercreeper) A very superior ground cover. 12 to 24 ins., once transplanted	22.00	198.00	<div style="border: 1px solid black; padding: 5px; text-align: center;"> <b>DID YOU KNOW?</b> That the 50 known species of ceanothus are native only to North America.         </div>		
<b>Hedera helix</b> (English Ivy) Superlative ground cover. 1-yr. plants	8.00	72.00			
<b>Hedera helix</b> , a cut-leaved form Aristocratic in appearance. 2-yr. plants	11.00	99.00	<b>Taxus baccata procumbens</b> (Prostrate English Yew) Beautiful low-growing dwarf. 9 to 12 ins., once transplanted	25.00	225.00
<b>Ilex aquifolium angustifolia</b> (Narrowleaf Holly) Unique slender dark green column. 3 to 6 ins., once transplanted	18.00	162.00	<b>Thuja occidentalis pyramidalis</b> (American Pyramidal Arborvitae) Popular narrow column. 3 to 6 ins., once transplanted	16.00	144.00
<b>Ilex aquifolium pyramidalis</b> (Pyramidal Holly) Great masses of bright red berries. 3 to 6 ins., once transplanted	20.00	180.00	<b>Viburnum rhytidophyllum</b> (Leatherleaf Viburnum) Hardy, great, robust, red berry-bearer. 1 to 3 ins., once transplanted	10.00	90.00

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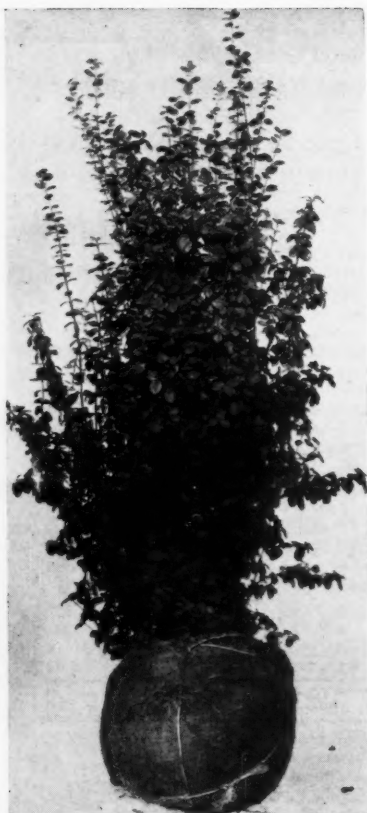
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Evergreens - PROPAGATORS AND GROWERS  
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## EUONYMUS SARCOXIE

Upright Euonymus Radicans

**NEW.** Grows upright naturally. Makes good shrubs and thick hedges. Can be staked and sheared into columns. Grows as a vine when planted against a wall. Dark green leaves the year around. Transplants easily bare-root. We consider this one of the best and most useful broad-leaved evergreens introduced in recent years. Strong field-grown plants.

	Each Per 10	Each Per 100
<b>Balled and burlapped specimens</b>		
3 1/2 to 4 ft.	\$5.50	\$5.00
3 to 3 1/2 ft.	4.50	4.00
2 1/2 to 3 ft.	4.00	3.50
2 to 2 1/2 ft.	3.50	3.00
18 to 24 ins.	3.25	2.75
15 to 18 ins.	2.50	2.25
<b>Bare-root</b>		
18 to 24 ins.	\$12.00	\$100.00
15 to 18 ins.	9.00	80.00
10 to 15 ins.	6.50	60.00
6 to 10 ins.	4.50	40.00
2-in. pots	2.50	20.00

**WILLIS NURSERY CO.**  
Ottawa, Kansas

Hampshire and became county agent at Springfield, Mass. He had also operated a nursery at West Springfield before his retirement.

### John L. Koolen

John L. Koolen, 62, owner and operator for the past 40 years of the Koolen Nursery & Landscaping Service, Grand Rapids, Mich., died August 26. A native of The Netherlands, Mr. Koolen came to the United States in 1919 and started his nursery business two years later. He was a member of the Third Reformed church and served several terms on its consistory as an elder. Survivors include his widow, Gertrude; two sons, and two daughters.

### JUNIOR SCIENTISTS

At the meetings of the American Society for Horticultural Science recently held at Purdue University, Lafayette, Ind., an outstanding feature was the presentation of scientific papers by undergraduate horticulturists from various universities, as well as the granting of charters for collegiate branches of the A. S. H. S. at 22 colleges and universities.

Competition was keen as undergraduates from various colleges of agriculture presented research papers on a variety of horticultural subjects.

The winner of the L. M. Ware award of \$100 was A. David Horne, of Pennsylvania State University, with his prize-winning paper, "Some Effects of Plant Growth Regulants CCC and AMAB on Delicious Apple Seedlings." Cash awards were made for the next four places.

Besides the granting of charters for the undergraduate collegiate branches at 22 universities and colleges, the undergraduate groups established a national association of 'collegiate branches, with Walter Dahlberg, of Texas A. and M. College, as president. Other officers are vice-president, Arthur Jones, Auburn University; secretary, James B. Aitken, Clemson College; treasurer, Nancy L. Sahnd, Purdue University; editor, A. David Horne, Pennsylvania State University.

Regular meetings of the undergraduate scientists will be held each year in conjunction with the meeting of the American Society for Horticultural Science, which in 1962 will be at Oregon State University, Corvallis.

STARTING the Ogle Nursery, Savannah, Tenn., is Mrs. Otis Ogle.



	Each
Andorra Juniper, 6 to 8 ins.	\$0.05
Burk Juniper, 6 to 10 ins.	.10
Blue Hetz Juniper, 6 to 10 ins.	.05
Pfitzer Juniper, 6 to 10 ins.	.07
Euonymus patens, small or medium leaved, 8 to 10 ins.	.04
Euonymus coloratus, 6 to 10 ins.	.04
Pyracantha Kasan, 5 to 6 ins.	.05
Pyracantha lalandi, 5 to 6 ins.	.05

Less than 300, total order,  
2c more per plant.

Less than 50 of any item,  
4c more per plant.

See classified under lining-out stock  
for other items.

**McININCH  
GREENHOUSES**  
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**Growers of Heavy  
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**ORNAMENTALS**  
**TREES SHRUBS**  
**EVERGREENS**

Wholesale growers of a  
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the best landscape plantings.

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Princeton, Illinois





# WASHINGTON GROWN APPLE AND PEAR SEEDLINGS

APPLES . . . . . Domestic, French and Hopa

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*Pioneer Growers Specializing in Fruit Tree Seedlings, Shade and Flowering Trees*

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## PRICES AND PROFITS

*Comments on Business Management in the Nursery*

*By John J. Pinney*

### RISKS NEED BALANCING

Are there any other businessmen who run more uninsured risks than nurserymen? Not one comes to my mind.

Insurance was invented to cover risks, and nearly all risks can be covered by insurance. Lloyds of London will underwrite practically anything for a suitable fee, but the nature of most risks in the nursery business is such that the cost of insuring against them is prohibitive. They are too unpredictable. The nurseryman has to assume these risks and provide his own insurance as best he can. When men engaged in other lines of business become acquainted with the risks the nurseryman takes, they marvel at his courage.

Perhaps the weather in its many manifestations generates the major hazards. Many nurserymen have known the dread that comes when hail strikes. They can visualize the way the nursery may look after the hail is over—the trees and shrubs stripped of leaves, the bark pocked or split, twigs and branches broken, young buds cut off at the understock and seedlings completely wiped out. The greenhouse may be a glassless shambles, the coldframes like sieves and the roof of the storage house riddled. Insurance can replace the glass and roof, but not the nursery stock.

### Rain Problems

Rain, usually welcome, can be a major hazard when there is too much of it at the wrong time. It can delay planting in the nursery row and in the customer's garden until it is too late. If the nurseryman cannot plant, neither can those of his customers who prefer to do their own planting. If they cannot plant, they do not buy, and this shows up in reduced sales.

Too much rain can make digging impossible when digging should be done. Weeds take over when excessive rains prevent timely cultivation. Trees and shrubs intolerant of wetness may not survive long spells of wet weather.

Lack of rain can be equally disastrous, except in favored areas where irrigation is possible. Drought

results in reduced growth, sometimes stunted plants. When continued, it may cause the death of many plants. Consumer planting is discouraged because the ground becomes hard and digging is difficult.

High winds can cause heavy losses in the nursery. If they occur in spring or early summer, large numbers of young budded trees may be broken off at the union, resulting in total loss. A whipping wind can cause tender growth to snap off, deforming the plants. In the southwest, where strong winds frequently blow for days at a time, the trees take on a decided "list" and require costly staking.

### Market Dangers

Many of the risks that nurserymen must take cannot be charged to the weather. A farmer produces most of his crops in one growing season. If he loses a crop, he has lost

only one season's work and investment. The nurseryman runs a much greater risk. Some nursery stock can be produced in one season, but most of it takes two or three years to be made ready for the market. There are some plants, such as evergreens and shade trees, that must be grown for four or five years and even up to 10 years before they are ready for the market.

The cost of the liner represents a small part of the investment. Cultivating, hoeing, spraying and pruning add to the cost. One must continually spend more money to protect his investment without getting any return—not even interest. The only hope of justifying the investment is to produce a merchantable crop and find a market for it at prices that will cover cost plus a fair profit. In the meantime, one must always face the possibility of losses from insects, diseases, fire, flood and drought.

Markets for nursery stock can change with disconcerting rapidity. An item that sells well one season may go begging two or three years later. Nursery stock that requires three to five years or more to make ready for sale may find that the market for which it was intended

### REMEMBER SHERMAN'S for . . .

Alpine Currant  
Hydrangea P.G.  
French Lilacs  
Snowball  
Shade Trees  
Evergreens  
Phlox  
Peonies  
Plum Seedlings  
Lining-out Stock

Let us quote you on your requirements.

**SHERMAN NURSERY CO.**  
CHARLES CITY, IA.

### CARLETON NURSERY CO.

11529 Jones Rd. Carleton, Mich.

	Per 100	Per 1000
European Mountain Ash		
6 to 9 ins. ....	\$ 6.00	\$50.00
9 to 12 ins. ....	8.00	70.00
Red-leaved Barberry		
3-yr., 12 to 15 ins., heavy	22.00	
3-yr., 12 to 15 ins., light	15.00	
2-yr., 9 to 12 ins. ....	8.00	
Mahonia aquifolium		
1-yr., 8, ....	6.50	50.00

Will accept orders for fall of '61 and spring of '62. No packing charge.

### TOP-GRADE NURSERY STOCK

From Liners to Landscape

**DUGAN NURSERIES, INC.**  
Center St. Perry, Ohio

### OHIO'S LAKE COUNTY

One of the world's greatest nursery centers. Best soil for extensive roots. Lake Erie tempered for vigor.

Send for free membership list and map.

Names, location and types of plants grown by over 100 members representing 4,000 acres of the very finest nursery stock. Write to:

**THE LAKE COUNTY NURSERYMEN'S ASSN.**  
Box 49, MENTOR, OHIO

Roses, Shrubs, Trees, Vines, Azaleas, Hollies, Rhododendrons, Evergreens, Fruit Trees, Perennials, Liners — Finished Stock — All Sizes.

### SCOTCH PINE

Perfect Landscape Material

	Each
2 to 3 ft., B&B. ....	\$ 4.50
3 to 4 ft., B&B. ....	6.00
4 to 5 ft., B&B. ....	8.00
5 to 6 ft., B&B. ....	11.00
6 to 8 ft., B&B. ....	15.00

### LEAVENWORTH NURSERIES

L. C. Gatewood Betty Gatewood  
12th and Vilas  
Leavenworth, Kan.

### "TREES THAT PLEASE"

Evergreens Seedlings  
Shade Trees Shrubs

Write for price list.

### PLUMFIELD NURSERIES

Box 471 Fremont, Neb.



# Turn Surplus Evergreens Into Profit

with the

## HILLMAN WREATH RINGS AND MACHINE

689 River Drive

• SWarthmore 6-1236 •

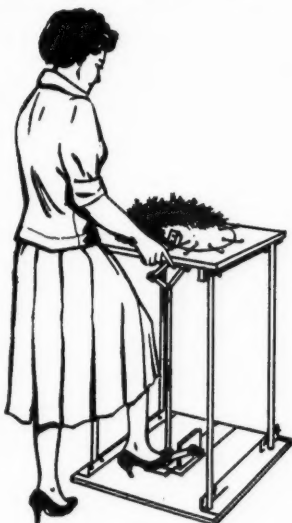
East Paterson, New Jersey

Why continue to hand-wrap evergreen wreaths? You will find, as many thousands have already discovered, the time you save will amaze you when you make Christmas Wreaths the Hillman Way.

Simply insert your Hillman machine into a table slot or clamp it to the outside of a bench. The Hillman machine is completely portable; when not in use, can be taken down and stored away. All machine parts are guaranteed, regardless of the year purchased; any broken part will be replaced without cost. (Springs are free.)

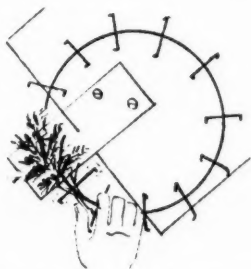
### HOW TO INSTALL THE WREATH MACHINE

1. Make sure the connecting rod is straight up and down.
2. Foot pedal must touch the floor before the jaws are completely closed.
3. Adjust the cams on the sides of the jaws so that the clip fits snugly.
4. Adjust the jaws when you use a different size clip.
5. Oil moving parts occasionally.



Anyone can operate a Hillman Wreath-Making Machine thereby reducing the need for experienced labor. Here is the answer to the problem of meeting heavy demands for the Christmas Season. Wreaths, Roping, Sprays, Crosses and Grave Blankets can all be made the Hillman way.

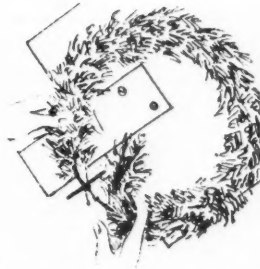
### To Make a Wreath — Follow these Instructions



Step 1. Place clip of ring into jaws of machine. Place greens into clip and step on foot pedal to close clip over greens.



Step 2. Repeat same operation as you move clockwise. The amount of greens in each clip depends on whether the wreath is light or heavy.



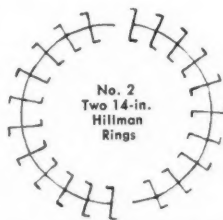
Step 3. To finish wreath, lift first handful of greens with right hand and place last bunch of greens into last clip with left hand. After closing clip allow first greens to fall into place.

### Instructions for Extra Large Wreaths

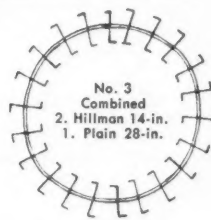
Any size wreath up to 6 feet can be made. See illustrations 1, 2 and 3.



No. 1  
One 28-in.  
Plain  
Ring



No. 2  
Two 14-in.  
Hillman  
Rings



No. 3  
Combined  
2. Hillman 14-in.  
1. Plain 28-in.

1. Cut Hillman rings with wire cutter and place under plain ring.
2. Complete one section with Hillman ring at a time.

### OTHER USES FOR RINGS

1. Good or defective rings can be used to make up crosses or grave sprays.
2. Cut rings apart and straighten to size desired.
3. In making sprays, skip every other clip.
4. In making crosses, skip one section where greens cross.

Jobbers from Coast to Coast — Write for Free Brochure.

# TREES THAT GROW

Dug right with solid balls  
All Stock Priced B&B

	Each		Each
Norway Spruce, dark green, full	\$4.50	Silver Maple	
4 to 5 ft. ....	5.50	1 1/4 to 1 1/2-in. cal., 8 to 10 ft. ....	\$5.50
5 to 6 ft. ....	6.50	Flowering Crabs (in variety)	
6 to 7 ft. ....	3.00	1 1/4 to 1 1/2-in. cal., 6 to 8 ft. ....	6.50
Scotch Pine, blue-green, full, cones	3.00	Viburnum tomentosum	1.50
3 to 4 ft. ....	5.50	3 to 4 ft. ....	1.50
4 to 5 ft. ....	6.50	Viburnum dentatum	1.50
5 to 6 ft. ....	7.50	Red Barberry	1.00
6 to 7 ft. ....	3.50	18 ins. ....	2.25
White Pine, blue-green, full	5.50	Pyramidal Arborvitae	1.50
3 to 4 ft. ....	6.50	3 to 4 ft. ....	1.75
4 to 5 ft. ....	7.50	15 to 18 ins. ....	2.50
5 to 6 ft. ....	3.50	30 to 36 ins. ....	2.00
6 to 7 ft. ....	4.50	Juniper, Pfitzer	2.00
Red Pine, green, full	5.50	18 to 24 ins. ....	1.65
4 to 5 ft. ....	6.50	12 to 15 ins. ....	2.00
5 to 6 ft. ....	7.50	15 to 18 ins. ....	2.50
6 to 7 ft. ....	2.25	24 to 30 ins. ....	9.00
Douglas Fir, fair quality for screening and naturalizing.	3.50	Taxus browni (specimen)	
5 to 6 ft. ....	4.50	30 to 36 ins. ....	100,000 CHRISTMAS TREES
6 to 7 ft. ....	5.75		Each
8 to 10 ft. ....	6.50	Scotch Pine, blue-green, cones, full.	
10 to 12 ft. ....	12.00 to 15.00	No. 1, 5 to 7 ft. ....	\$1.50
(Larger sizes, up to \$100.00 each.)	15.00 to 25.00	No. 2, 5 to 7 ft. ....	.90
Washington Hawthorn		Red Pine, full	
4 to 5 ft. ....	3.50	No. 1, 5 to 7 ft. ....	1.75
5 to 6 ft. ....	4.50	No. 2, 5 to 7 ft. ....	.90
6 to 8 ft. ....	6.50	Austrian Pine, green, full	
London Plane		No. 1, 5 to 7 ft. ....	2.00
1 1/4 to 1 1/2-in. cal., 7 to 8 ft. ....	6.50	No. 2, 5 to 7 ft. ....	1.35
Norway Maple		Norway Spruce, green, full	
1 1/4 to 1 1/2-in. cal., 8 to 10 ft. ....	6.50	5 to 7 ft. ....	2.25
		4 to 5 ft. ....	1.50

## WADE & GATTON NURSERIES

Bellville, Ohio

Day Phone: Butler, TU 3-3191 Night Phone: Bellville, TU 6-3448

## NURSERY STOCK

For Fall, 1961, and Spring, 1962, Delivery

We are growers of dependable nursery stock of all kinds, for delivery fall, 1961, or early spring, 1962 . . . all state-inspected . . . guaranteed true-to-name. We offer the following:

	Per 1000
Asparagus Roots, 2-yr. ....	\$ 23.00
Fredonia and Concord Grapes	
1-yr. ....	75.00
2-yr. ....	100.00
Niagara and Seneca Grapes	
1-yr. ....	100.00
2-yr. ....	125.00
Red Lake Currants	
1-yr. ....	65.00
2-yr. ....	90.00
20th Century Everbearing Strawberries	15.00
Superfection Everbearing Strawberries	12.00

Strawberry plants for spring shipment only. We also have some 20 varieties of June-bearing strawberry plants. Write for prices.

## THE ACKERMAN NURSERIES

Bridgman, Mich.

Phone: Hopkins 5-3422



Finished Landscape Stock  
Colorado and Black Hills  
Spruce; Mugho, White and  
Red Pine; Green and Moun-  
tain Ash; Cotoneasters.

THE PEQUOT NURSERIES  
Brainerd, Minn.

### GRAPE CUTTING SPECIAL

Niagara-Concord-Delaware  
\$7.50 per 1000, F.O.B.  
Wire-bound 100 to bunch.  
STATE INSPECTED.  
Order Now! No orders accepted after  
December 1. Sold out.  
PAW PAW PLANT CO.  
Paw Paw, Mich.

has materially changed or has vanished entirely. If for any reason the nursery stock ready for sale cannot be marketed, the investment in it is lost. Furthermore, the stock actually becomes a liability, because one has the added expense of removing it from the land and destroying it.

### Buyers Changeable

The risks already listed would seem enough for any businessman to have to face, but the nurseryman has still more. A great deal of nursery stock is sold well in advance of the planting season. This stock is removed from the market and reserved for the purchaser. Too often it happens that for one reason or another the purchaser cannot use the stock, or, for no reason, decides that he doesn't want it. When the cancellation comes late in the season, the nurseryman has no opportunity to dispose of the stock elsewhere. More often than not, the stock cannot be salvaged, and the nurseryman suffers a loss.

These are some of the hazards that the nurseryman encounters while making it possible for the fruit grower to establish his orchard, the flower lover to revel in his roses, the homeowner to luxuriate in his outdoor living room and the landscape architect to create his lovely gardens.

The nurseryman cannot insure against any of these risks, but who will protest if he desires fair compensation for taking the risks that make possible such a great measure of enjoyment for others? That these risks are not insignificant is well attested to by the fact that those who make it their business to insure do not care to assume them. Why, then, should not these risks be given serious consideration by nurserymen when establishing their prices?

### CHRISTMAS DECORATIONS

[Continued from page 9]

of making Christmas decorations are rather easily and quickly grasped by almost everyone when taught by a competent instructor. Basic items, such as wreaths, sprays, garlands, kissing rings and centerpieces, can be made somewhat in advance of the actual selling season, provided they are kept in some type of cold or cool storage. Most evergreens, with the exception of hemlock, will hold up rather well under such conditions. The greens will remain in better condition for a longer period if they are gathered a day or two after a good, soaking rain. Since the nurseryman's chief

[Continued on page 60]

# STOP WEEDS *before they come up!*



## SIMAZINE

PRE-EMERGENCE HERBICIDE

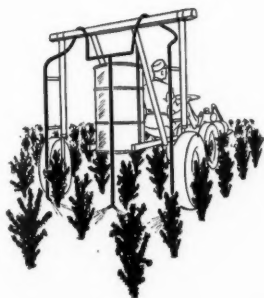
### WEED CONTROL

One application applied prior to weed emergence in fall or early spring will control most annual broadleaf weeds and grasses.

- *Three years commercial use.*
- *Safe to nursery stock when used according to label directions.*
- *Safe to humans and animals.*
- *Safe to soil organisms.*

**Weed control savings up to \$180.00 per acre have been obtained.**

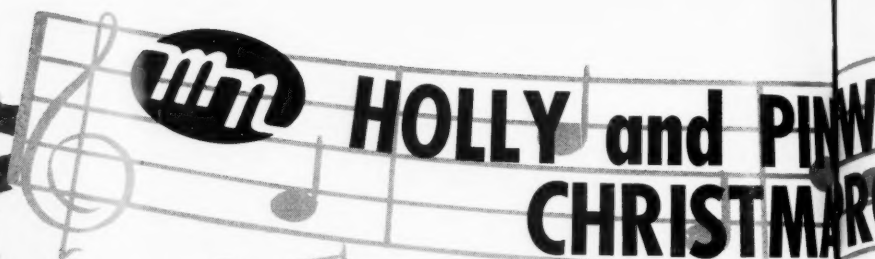
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ORIGINATORS OF DDT INSECTICIDES

**GEIGY AGRICULTURAL CHEMICALS** • Division of Geigy Chemical Corporation • Saw Mill River Road, Ardsley, New York  
In Canada write to: Fisons (Canada) Limited, 1893 Davenport Road, Toronto, Canada





**YOUR REGISTER WILL SING  
WITH THESE FAST-SELLING  
LIVING GIFTS . . . !**

**CHEERFUL, BRIGHT, COLORFUL HOLLY  
AND PINES IN 2¼" AND 2½" POTS!**

Your customers will love these husky Christmas Holly plants and Yuletide Pines, and they'll buy them right so beautifully displayed in glistening white plastic pots. You'll wish you ordered more.

Bright red artificial berries dress the Holly and show winter cones dress the Pines until Mother Nature brings along the real ones.

**USES:**

Many uses can be made of these 'growing gifts.' A delightful surprise when presented in groups as a hostess gift for Yuletide parties, a pleasing table decoration with surprising holiday appeal. A festive mantel decoration that continues adding charm and loveliness when planted out into the landscape. A cheerful composition of 'living beauty' for the retailer to present to his customers.

**PLACE YOUR ORDER TODAY!**

We want to make this Christmas season the best ever! Rush our order as checked below.

**LIVING HOLLY**

in 2¼" pots, 25¢ each  
1,000 or more plants, 22½¢ each

**LIVING PINES**

in 2½" Rose pots, 25¢ each  
1,000 or more plants, 22½¢ each

**MINIMUM ORDER 100**

Please rush me ..... Holly.

Please rush me ..... Pines.

Ship best way ☐ or

Date wanted .....

Signed.....

Name.....

Address.....

City.....

State.....

*Cash with order unless you have an open account.*

*Remember to include shipping costs with your order.*

CUT OUT HANDY ORDER FORM AND MAIL TODAY.

**LINERS**

100 PLANTS  
(MINIMUM) EACH .25  
1000 PLANTS  
EACH .22½

# WITH PACKAGE SO GAY PROFITS ARE COMING YOUR WAY!

## WE SHARE YOUR SHIPPING COSTS ON POT-GROWN LINERS...!



Distance no longer a penalty — no matter where you live we share shipping costs with savings up to 50% and more. Packed free! No other charges to pay — your share

of shipping costs appears on one bill. At these low rates liners, laid down at your nursery — via our choice of carrier.

*Remember to include shipping costs with your order!*

TIME ZONE	MOUNTAIN TIME ZONE	CENTRAL TIME ZONE	EASTERN TIME ZONE
POT — 1¢	2 1/4" POT — 1¢	2 1/4" POT — 1 1/2¢	2 1/4" POT — 3¢
*RP AND 3" POT — 2¢	2 1/2" *RP AND 3" POT — 2¢	2 1/2" *RP AND 3" POT — 3¢	2 1/2" *RP AND 3" POT — 5¢



### FAST-SELLING COUNTER DISPLAY

# FREE!

MN's new bright Counter Display in full color will practically sell Christmas Holly and Pines for you! Holds 88 Plants. Made of tough durable material, easy to assemble — YOURS FREE WITH EVERY ORDER OF 250 PLANTS.

## MONROVIA NURSERY Co.

P. O. BOX Q, AZUSA, CALIFORNIA

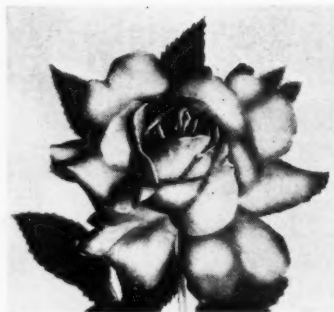


**R. D. MILLER NURSERY, INC.****SPECIMEN SHADE TREES****SUGAR MAPLE****NORWAY MAPLE****PIN OAK****MORaine  
LOCUST****THORNLESS  
HONEY  
LOCUST**Finished specimen stock for  
winter pickup or delivery

	Each
3 to 3½ ins. ....	\$40.00
3½ to 4 ins. ....	50.00
4 to 4½ ins. ....	60.00
4½ to 5 ins. ....	70.00
5 to 5½ ins. ....	80.00
5½ to 6 ins. ....	90.00

Orders received after November 15 add 20% to cover cost of digging with air hammer. Delivery made within a 300-mile radius with our own highway equipment. Ask for quantity prices. Prices F.O.B. Lansing, Mich.

**3200 Wood St., R. R. 4  
Lansing, Mich.** Phone:  
IV 7-5975

**PEACEPORT**

The first sport of Peace—  
Peace quality but salmon  
pink in color.

Plants available both this  
fall and next spring.

Retail price \$3.00

**MELVIN E. WYANT**

**Rose Specialist, Inc.**  
Johnny Cake Ridge, Mentor, O.

**EVERGREENS****SHRUBS****FRUIT TREES****SMALL FRUITS****SHADE AND ORNAMENTAL TREES****C. M. HOBBS & SONS, INC.****Bridgeport 31, Ind.**

Phones: Indianapolis, CHapel 4-1812 — TErrace 9-4952

350 Acres — Established 1875

selling point is his offer of fresh greens, he should not cut them too soon nor handle them in such a way that they will not remain in good fresh condition for his holiday customers.

Basic pieces should be sturdily made to prevent disarrangement by subsequent handling and hard usage. The twigs of fresh greens shrink considerably, and all wiring and fastening should be done so tightly that there is no possibility of loosening of the materials.

Apples and pears give off ethylene gases which have a serious defoliating effect on various evergreens. This is one of the reasons why cut holly looks so poor when sold in the supermarkets. Keep fruit strictly away from greens and berried twigs, to be on the safe side.

**Wreath-Making Techniques**

Christmas wreaths are made and decorated in so many ways, using such a wide variety of materials, that this subject could well be an article all by itself. High-quality wreaths, for example, require more greens than is commonly supposed. Actual counts on commercial wreaths show around 45 holly twigs six to 11 inches long are needed on a 6-inch hoop to fashion one wreath 14 inches in diameter. Other counts indicate a range of from 40 to 204 holly sprigs six to 12 inches long were used in the making of wreaths having diameters of 18 to 20 inches.

Wreath making can almost be considered an art in itself, but the fundamentals can soon be picked up by anyone so inclined and given some practice. Volume production can easily be obtained by use of a wreath machine available from local distributors or direct from the New Jersey manufacturer. The machine consists of a set of jaws, operated by a foot pedal, which clamps evergreen branches to special wire hoops to which are welded a series of flat-bottomed, U-shaped prongs arranged around the rings. The sprigs are placed on the hoop and the prongs are clamped together to hold the greens securely in place. Successive twigs hide the stubs of the previously placed greens.

**Garlands Wholesale**

Some nurseries have relatively large supplies of greens but are too remote from good markets or are not set up for entering the retail Christmas decorative field. Here, the making and wholesaling of garlands and roping should be investigated. These products, while



# FIELD-GROWN LINING-OUT STOCK

Transplanted stock grown in open field beds.

	Each			Each			Each			Each	
	100	1000		100	1000		100	1000		100	1000
	rate	rate		rate	rate		rate	rate		rate	rate
<b>Abies concolor</b> (Concolor Fir)			<b>Juniper, glauca hetzi</b> (Hetz Juniper)			<b>Spruce, Norway</b> ( <i>Picea excelsa</i> )			<b>SPECIAL—Heavy field liners</b>		
4 to 6 ins., 4-yr., T. ....	\$0.15	\$0.12	4 to 6 ins., 2-yr., T. ....	\$0.20	\$0.18	5 to 10 ins., 4-yr., T. ....	\$0.15	\$0.06	8 to 15 ins., 4-yr., T. ....	\$95.00	per 1000
6 to 8 ins., 5-yr., T. ....	.20	.18	6 to 10 ins., 2-yr., T. ....	.25	.22	10 to 12 ins., 4-yr., T. ....	.20	.12	Order not fewer than 500.		
8 to 15 ins., 5-yr., T. ....	.35	.30	8 to 12 ins., 2-yr., T. ....	.32	.28	12 to 15 ins., 5-yr., T. ....	.25	.18			
<b>Azalea mollis</b> (Chinese Azalea)			10 to 15 ins., 2-yr., T. ....	.35	.30						
5 to 8 ins., 3-yr., T., field	.25	.22	12 to 15 ins., 3-yr., T., ctbk.	.45	.42						
6 to 12 ins., 4-yr., T., field	.35	.32	12 to 18 ins., 4-yr., T., ctbk.	.55	.50						
<b>Azalea mucronulatum</b> , lavender											
6 to 8 ins., 3-yr., T. ....	.35	.30	<b>SPECIAL—Heavy field liners for planting out.</b>								
8 to 12 ins., 3-yr., T. ....	.40	.35	8 to 15 ins., 3-yr., T., \$250.00 per 1000								
<b>Azalea poukhanensis</b> , mauve			Order not fewer than 500.								
4 to 6 ins., 4-yr., T. ....	.35	.32									
6 to 10 ins., 4-yr., T. ....	.40	.36									
<b>Buxus sempervirens welleri</b>			<b>Juniper, pfitzeriana aurea</b>			<b>Spruce, White</b> ( <i>Picea alba</i> )					
(Weller's Hardy Boxwood)			(Golden Pfitzer Juniper)			6 to 10 ins., 5-yr., T. ....	.20	.10			
6 to 8 ins., 2-yr., T. ....	.30	.28	6 to 8 ins., 2-yr., T. ....	.35	.32	10 to 12 ins., 5-yr., T. ....	.25	.13			
8 to 10 ins., 3-yr., T. ....	.35	.32	8 to 10 ins., 2-yr., T. ....	.40	.38	12 to 18 ins., 5-yr., T. ....	.28	.14			
10 to 15 ins., 3-yr., T. ....	.45	.42	10 to 12 ins., 2-yr., T. ....	.50	.45						
<b>Chamaecyparis filifera aurea</b>			12 to 15 ins., 3-yr., T. ....	.60	.55	<b>SPECIAL—Heavy field liners</b>					
(Golden Thread Cypress)			<b>Juniper, squamata meyeri</b>			8 to 15 ins., 5-yr., T., \$95.00 per 1000					
6 to 10 ins., 3-yr., T. ....	.35	.30	(Blue Meyer Juniper)			Not fewer than 500 at this price.					
8 to 12 ins., 3-yr., T. ....	.42	.38	6 to 8 ins., 2-yr., T. ....	.48	.45						
<b>Chamaecyparis lawsoniana allumi</b>			8 to 12 ins., 4-yr., T. ....	.55	.50	<b>Taxus capitata</b> (Upright Japanese Yew)					
(Blue Cypress)			<b>Juniper, stricta</b> (Spiny Greek Juniper)			6 to 8 ins., 4-yr., S. ....	.15	.12			
6 to 8 ins., 2-yr., T. ....	.30	.28	3 to 6 ins., 2-yr., T. ....	.35	.32	8 to 10 ins., 4-yr., S. ....	.18	.16			
8 to 12 ins., 2-yr., T. ....	.45	.40	6 to 8 ins., 2-yr., T. ....	.40	.38	10 to 12 ins., 4-yr., S. ....	.22	.19			
10 to 15 ins., 3-yr., T. ....	.55	.50	<b>Leucothoe catesbaei</b>			4 to 6 ins., 3-yr., T. ....	.28	.25			
<b>Chamaecyparis plumosa aurea</b>			(Drooping Andromeda)			6 to 8 ins., 3-yr., T. ....	.30	.25			
(Golden Plumed Cypress)			4 to 6 ins., 2-yr., T. ....	.22	.20	8 to 10 ins., 4-yr., T. ....	.35	.32			
6 to 8 ins., 2-yr., T. ....	.30	.28	6 to 10 ins., 2-yr., T. ....	.30	.28	10 to 15 ins., 4-yr., T. ....	.45	.40			
8 to 10 ins., 3-yr., T. ....	.35	.30	<b>Liquidambar styraciflua</b> (Sweet Gum)			10 to 12 ins., 6-yr., ctbk. ....	.75	.65			
10 to 15 ins., 3-yr., T. ....	.45	.40	12 to 18 ins., 2-yr., field	.08	.06	12 to 15 ins., 6-yr., ctbk. ....	.90	.80			
<b>Chamaecyparis squarrosa</b>			18 to 24 ins., 3-yr., field	.10	.08						
(Blue Moss Cypress)			2 to 3 ft., 4-yr., field	.12	.10	<b>SPECIAL—Field liners</b>					
4 to 6 ins., 2-yr., T. ....	.25	.22	<b>Mahonia aquifolium</b>			8 to 15 ins., 3-yr., T., \$190.00 per 1000					
6 to 8 ins., 2-yr., T. ....	.32	.28	(Oregon Grape Holly)			Order minimum of 500 at this price.					
<b>Euonymus fortunei coloratus</b>			2-yr., bed run	.06	.05	<b>Taxus cuspidata</b> (Spreading Yew)					
(Prostrate Evergreen Creeper)			2 to 4 ins., 2-yr., S. ....	.09	.07	4 to 6 ins., 2-yr., T., beds	.20	.18			
Low growing.			3 to 5 ins., 3-yr., S. ....	.12	.10	6 to 8 ins., 2-yr., T., beds	.25	.22			
8 to 10 ins., 2-yr., T., field	.28	.25	<b>Pieris floribunda</b>			8 to 10 ins., 2-yr., T., ctbk.	.40	.38			
8 to 15 ins., 3-yr., T., field	.35	.30	3 to 6 ins., 2-yr., T. ....	.28	.25	10 to 12 ins., 3-yr., T., ctbk.	.45	.40			
<b>Euonymus fortunei erectus</b>			6 to 10 ins., 2-yr., T. ....	.35	.32	10 to 15 ins., 4-yr., T., field	.65	.55			
(Evergreen Big-leaved Winter Creeper)			<b>Pieris japonica</b> (Japanese Andromeda)			<b>Taxus media brownii</b> (Browns Yew)					
6 to 10 ins., 2-yr., T. ....	.25	.22	4 to 6 ins., 2-yr., T. ....	.30	.28	8 to 10 ins., 3-yr., T. ....	.45	.40			
10 to 15 ins., 3-yr., T. ....	.35	.32	6 to 10 ins., 2-yr., T. ....	.35	.30	10 to 12 ins., 4-yr., T. ....	.55	.50			
12 to 18 ins., 3-yr., T. ....	.42	.38	8 to 12 ins., 3-yr., T. ....	.45	.42	12 to 15 ins., 5-yr., T., ctbk.	.75	.65			
<b>Euonymus radicans vegetus</b>			10 to 15 ins., 4-yr., T. ....	.65	.60	<b>Taxus media hicksii</b> (Hicks Yew)					
(Evergreen Winter Creeper)			<b>Pine, Austrian</b> ( <i>Pinus nigra</i> )			8 to 10 ins., 2-yr., T., ctbk.	.35	.30			
8 to 10 ins., 2-yr., T. ....	.35	.32	8 to 10 ins., 3-yr., S. ....	.15	.03½	10 to 12 ins., 3-yr., T., ctbk.	.45	.40			
10 to 15 ins., 3-yr., T. ....	.45	.40	10 to 15 ins., 4-yr., S. ....	.20	.04	12 to 15 ins., 4-yr., T., ctbk.	.55	.50			
12 to 18 ins., 3-yr., T. ....	.55	.50	<b>Pine, Scotch</b> ( <i>Pinus sylvestris</i> )			15 to 18 ins., 5-yr., T., ctbk.	.75	.65			
<b>Flr. Douglas</b> ( <i>Pseudotsuga douglasii</i> )			8 to 14 ins., 4-yr., T. ....	.15	.05	<b>Thuja occidentalis</b> (American Arborvitae)					
6 to 8 ins., 4-yr., T. ....	.25	.20	10 to 15 ins., 4-yr., T. ....	.20	.06	4 to 8 ins., 3-yr., S. ....	.10	.08			
8 to 10 ins., 5-yr., T. ....	.28	.25	15 to 24 ins., 5-yr., T. ....	.25	.09	8 to 10 ins., 4-yr., S. ....	.15	.12			
10 to 15 ins., 5-yr., T. ....	.35	.30				10 to 15 ins., 4-yr., S. ....	.20	.18			
<b>Hex crenata</b> (Pyramidal Japanese Holly)			<b>SPECIAL—Field liners</b>								
3 to 6 ins., 1-yr., T. ....	.25	.22	12 to 20 ins., 5-yr., \$38.00 per 1000			<b>SPECIAL—Field liners</b>					
8 to 12 ins., 2-yr., T. ....	.35	.32	Minimum 1000 per order.			8 to 15 ins., 4-yr., field, \$90.00 per 1000					
10 to 15 ins., 3-yr., T. ....	.42	.38				Order minimum of 500 at this price.					
12 to 18 ins., 4-yr., T. ....	.48	.42	<b>Pinus mugo</b> (Swiss Pine)								
<b>Hex crenata convexa</b> (Bullata)			3 to 4 ins., 3-yr., S. ....	.15	.12	<b>Thuja occidentalis douglasii aurea</b>					
8 to 10 ins., 2-yr., T. ....	.38	.35	4 to 6 ins., 3-yr., S. ....	.18	.16	8 to 10 ins., 3-yr., T. ....	.45	.40			
10 to 15 ins., 2-yr., T. ....	.45	.40	5 to 8 ins., 4-yr., T. ....	.25	.22	10 to 12 ins., 3-yr., T. ....	.55	.50			
12 to 15 ins., 3-yr., T. ....	.55	.48				12 to 15 ins., 4-yr., T. ....	.65	.60			
12 to 18 ins., 5-yr., field, cutback	.90	.75	<b>SPECIAL—Field liners</b>			<b>Thuja occidentalis elegantissima luna</b>					
<b>Hex crenata helleri</b> , very dwarf			3 to 6 ins., \$110.00 per 1000			(Golden Tipped Arborvitae)					
6 to 8 ins., 4-yr., T. ....	.45	.40	Order not fewer than 500.			6 to 8 ins., 2-yr., T. ....	.30	.28			
8 to 10 ins., 4-yr., T. ....	.75	.70				8 to 10 ins., 3-yr., T. ....	.35	.32			
10 to 12 ins., 5-yr., T., heavy	.90	.80	<b>Pinus strobus</b> (White Pine)			10 to 12 ins., 3-yr., T. ....	.40	.38			
<b>Hex crenata hetzi</b> , large glossy leaf			5 to 10 ins., 3-yr., S. ....	.12	.05	12 to 15 ins., 4-yr., T. ....	.50	.45			
6 to 10 ins., 2-yr., T. ....	.35	.30	8 to 15 ins., 3-yr., S. ....	.18	.06	15 to 20 ins., 5-yr., T. ....	.65	.60			
10 to 15 ins., 3-yr., T. ....	.45	.40	<b>Pyracantha coccinea hlandi</b>			<b>Thuja occidentalis globosa</b>					
12 to 15 ins., 4-yr., T. ....	.55	.50	(Firethorn), clusters of orange berries			(Woodward Arborvitae)					
cutback	.65	.48	6 to 10 ins., 2-yr., T. ....	.35	.32	6 to 8 ins., 2-yr., T. ....	.30	.25			
<b>Hex rotundifolia</b> (Round-leaved Holly)			10 to 15 ins., 3-yr., T. ....	.42	.38	8 to 10 ins., 2-yr., T. ....	.35	.28			
8 to 10 ins., 2-yr., T. ....	.35	.30	<b>Quercus palustris</b> (Pin Oak)			10 to 15 ins., 3-yr., T. ....	.45	.40			
10 to 12 ins., 3-yr., T. ....	.40	.35	4 to 8 ins., 1-yr., S. ....	.10	.08	10 to 15 ins., 4-yr., T. ....	.50	.45			
12 to 15 ins., 4-yr., T. ....	.50	.45	8 to 15 ins., 2-yr., S. ....	.15	.12						
12 to 15 ins., 5-yr., T., heavy, cutback	.65	.60	<b>Rhododendron hybrid</b>			<b>SPECIAL—Heavy field liners</b>					
<b>Juniper, Andorra</b> (Purple Andorra)			Seed, from red stock			8 to 12 ins., 4-yr., T., \$300.00 per 1000					
8 to 10 ins., 3-yr., T. ....	.40	.38	4 to 6 ins., 4-yr., T. ....	.45	.42	Order minimum of 500 at this price.					
10 to 15 ins., 3-yr., T. ....	.50	.45	5 to 8 ins., 4-yr., T. ....	.55	.48	<b>Thuja occidentalis pyramidalis</b>					
<b>Juniper, canadensis aurea</b>			8 to 10 ins., 4-yr., T. ....	.85	.80	(Pyramidal Arborvitae)					
(Golden Canadian Juniper)			<b>Spruce, Black Hills</b> ( <i>Picea densata</i> )			8 to 10 ins., 2-yr., T. ....	.38	.35			
6 to 8 ins., 2-yr., T. ....	.35	.30	6 to 8 ins., 4-yr., S. ....	.10	.08	10 to 12 ins., 2-yr., T. ....	.45	.42			
8 to 10 ins., 3-yr., T. ....	.45	.40	8 to 15 ins., 4-yr., S. ....	.15	.12	12 to 15 ins., 3-yr., T. ....	.55	.50			
<b>Juniper, chinensis pfitzeriana</b>			10 to 15 ins., 4-yr., T. ....	.20	.16	15 to 18 ins., 4-yr., T. ....	.65	.60			
6 to 8 ins., 2-yr., T. ....	.32	.30	<b>Spruce, Colorado Blue</b> ( <i>Picea pungens</i> )			18 to 24 ins., 5-yr., T. ....	.75	.70			
8 to 10 ins., 2-yr., T. ....	.45	.40	6 to 8 ins., 4-yr., T. ....	.22	.18	<b>Tsuga canadensis</b> (Hemlock)					
10 to 15 ins., 3-yr., T. ....	.50	.45	8 to 10 ins., 5-yr., T. ....	.28	.25	4 to 6 ins., 3-yr., T. ....	.25	.20			
<b>Juniper, hibernica fastigiata</b>			10 to 15 ins., 5-yr., T. ....	.35	.30	6 to 8 ins., 3-yr., T. ....	.35	.32			
(Compact Irish Juniper)			12 to 18 ins., 6-yr., T. ....	.40	.35	8 to 12 ins., 4-yr., T. ....	.40	.35			
4 to 8 ins., 2-yr., T. ....	.20	.18	<b>SPECIAL—Heavy field liners</b>			<b>Viburnum opulus nanum</b>					
8 to 10 ins., 2-yr., T. ....	.25	.22	8 to 15 ins., 5-yr., T., \$160.00 per 1000			(Dwarf Viburnum)					
10 to 12 ins., 2-yr., T. ....	.35	.30	Order not fewer than 500 at this price.			1-yr., field, beds, T. ....	.25	.22			
12 to 16 ins., 3-yr., T. ....	.45	.40				2-yr., field, beds, T. ....	.32	.28			

Lining-out Stock. 25 at the 100 Rate. 300 at the 1000 Rate.

TERMS: Free packing for cash with order, otherwise 1/3 deposit with order and balance C.O.D. Packing at cost. All shipments by railway express. Write for our complete price list.

## PALLACK BROS. NURSERIES, INC.

Phone: Zelienople 789 (or 644 evenings)

(We are not open Sundays)

(31 mi. north of Pittsburgh, Pa., on Rte. 19)

R. D. 1, Harmony, Pa.

## QUALITY TRANSPLANTS and SEEDLINGS

	Per 100	Per 1000
<b>TAXUS CUSPIDATA CAPITATA</b> (Upright Yew), seed-grown		
XX, 6 to 10 ins. ...	\$28.00	
(3-0), 4 to 8 ins. ...	9.00	\$75.00
<b>TAXUS DENSIFORMIS</b> 3-yr., T., cutting grown		
6 to 8 ins. ....	45.00	
<b>COLORADO BLUE SPRUCE</b> Bed run as to color		
X, 10 to 14 ins. ...	18.00	135.00
X, 6 to 10 ins. ...	12.00	90.00
(3-1), 6 to 12 ins. ...	10.00	40.00
(3-0), 6 to 10 ins. ...	6.00	25.00

### COLORADO BLUE SPRUCE

Carefully color-selected; every green spruce removed and every blue left in.	Per 100
X, 6 to 12 ins. ....	\$ 45.00
XX, 10 to 15 ins. ....	175.00
XX, 15 to 18 ins. ....	225.00

### WHITE SPRUCE

(3-0), 8 to 14 ins. ...	6.00	25.00
(3-1), 6 to 12 ins. ...	10.00	40.00
(2-2), 8 to 14 ins. ...	14.00	110.00

### NORWAY SPRUCE

(3-0), 8 to 14 ins. ...	6.00	25.00
(3-1), 6 to 12 ins. ...	10.00	40.00
X, 10 to 15 ins. ....	14.00	90.00
understock, 5/16-in. cal. or over ....	12.00	75.00

### BLACK HILLS SPRUCE

(3-0), 8 to 14 ins. ...	6.00	25.00
(3-1), 6 to 12 ins. ...	10.00	40.00
(3-2), 8 to 14 ins. ...	14.00	90.00

### DOUGLAS FIR

<b>Fraser Forest Fir</b> (3-0), 8 to 12 ins. ...	8.00	40.00
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<b>Caesia Fir</b> (3-0), 8 to 12 ins. ...	8.00	40.00
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<b>Taxifolia glauca</b> (3-0), 4 to 8 ins. ...	6.00	27.50
(3-0), 8 to 12 ins. ...	8.00	35.00
(Sheared)		

XX, 9 to 12 ins. ...	35.00	
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### SCOTCH PINE, AUVERGNE

(2-0), 4 to 6 ins. ...	4.00	14.00
(3-0), 6 to 12 ins. ...	4.00	18.00
(2-1), 3 to 6 ins. ...	9.00	32.50

### SCOTCH PINE, RIGA

(2-0), 4 to 6 ins. ...	4.00	14.00
(3-0), 6 to 12 ins. ...	4.00	18.00
XX, 12 to 24 ins. ...	40.00	

### WHITE PINE

XX, 12 to 24 ins. ...	40.00	
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### MUGHO PINE

Top-sheared each year		
(3-0), 2 to 4 ins. ...	7.00	45.00
XX, 4 to 6 ins. ...	20.00	
XX, 6 to 9 ins. ...	40.00	
XX, 9 to 12 ins. ...	60.00	

### AUSTRIAN PINE

(3-0), 6 to 12 ins. ...	4.00	18.00
X, 12 to 18 ins. ...	10.00	55.00

**GREEN TO BLUE  
SHEARED SCOTCH PINE  
CHRISTMAS TREES**  
Send for folder.

Free illustrated list shows  
and describes tree quality.

**Phone 123 or 732**

**MATTHEWS NURSERY**  
Harbor Springs, Mich.

facing increasing competition from plastic and metal substitutes, are in demand for street, store and super-market holiday decorations from the Thanksgiving period on. Profits may not be so high as from retail ventures, but large quantities of greens can be sold in this way in a short time with fewer workers and less inventory in supplies.

Nurserymen in the foregoing situations may be interested in a roping machine developed by a Michigan firm to overcome the high price of labor and designed to use single or mixed greens—cedar, pine, spruce, lycopodium, laurel and holly—of any size or thickness.

Since most holiday garlands for commercial purposes are used in connection with colored lights, nurserymen should be able to obtain valuable pointers and locations of possible markets from the promotion departments of electrical power suppliers.

### Industrial Markets

The industrial landscaping promotional program of the American Association of Nurserymen has provided many nurserymen with excellent contacts with factory public relations men and other company personnel. This facilitates an approach for discussions on decorating the buildings and offices and providing arrangements, corsages or small gift boxes of greens, berries and cones for an office party. Be sure to have some ideas and costs in advance and do not overlook the possibility of decorating the washroom.

If the firm sends out Christmas gifts to its friends and customers, cite the advantages of boxes of greens as symbolic of the spirit of the holiday season. Have some sample boxes to show and some roughed-out ideas of Christmas greetings that the public relations or advertising staff can polish up to accompany the gifts. Suggest using company boxes, if these are suitable.

Preholiday Christmas decoration parties are surprisingly little known but are highly popular wherever held, with guests eagerly awaiting invitations each year. The host provides the greens in various sizes and kinds, while the guests bring bows, bells and their own favored ornaments. The promotion of party packs for affairs of this kind offers good opportunities of disposing of large quantities of greens with a minimum of fancy packaging or delivery problems.

Not to be overlooked, too, is the

## FOR SALE EVERGREEN SPECIAL

Closing out entire stock.

600 Spreading Yews, 2 to 3½ ft.  
300 Hemlocks, 3 to 8 ft.  
200 American Arborvitae, 6 to 8 ft.  
All evergreens heavy landscape species, well-sheared. Make me an offer on rows, blocks or all.

### R. & R. NURSERIES

4206 Elkhart Rd., U. S. 33  
Goshen, Indiana

### (Japanese beetle certified)

<b>EUONYMUS ALATUS</b>	Each
3 to 4 ft. ....	\$1.60
4 to 5 ft. ....	2.25
5 to 6 ft. ....	4.00
<b>EUONYMUS ALATUS COMPACTA</b>	
24 to 30 ins. ....	1.00
3 to 4 ft. ....	1.75
4 to 5 ft. ....	2.75
5 to 6 ft. ....	5.50

### HERMAN LOSELY & SON

Haskins Rd. Chagrin Falls, O.  
Shepard Rd. Perry, O.

## ROSES

Quality and Service

### MENTOR

**ROSE GROWERS, INC.**

7711 Little Mountain Rd.  
Mentor, Ohio

### Invest in Top Quality

## Dwarf Fruit Trees Espalier Trained Fruit Trees

For retail sales. Mailing No. 11,  
VII and IX rootstock. Hardy,  
northern-grown trees, guaranteed  
free from insect pests and plant  
diseases.

Send today for wholesale prices.



**HENRY LEUTHARDT**  
Dept. A, Port Chester, N. Y.

WRITE  
TODAY



Wholesale growers of the best

Ornamental Evergreens

Deciduous Trees

Shrubs and Roses

Write for our current trade list.

**The Kallay Brothers Co.**  
1251 Madison Ave. PAINESVILLE, O.

Concord Grape Roots  
Red Raspberry

Flowering Shrubs  
Boston Ivy  
Currants

**IVAN R. CONGDON NURSERY**  
North Collins, N. Y.

## LINING-OUT STOCK

Fall, 1961, and Spring, 1962

Field-Grown To Obtain Heavy-Calipered, Straight Seedlings

### ORNAMENTAL AND SHADE TREE SEEDLINGS

	Per 100	Per 1000		Per 100	Per 1000		Per 100	Per 1000
<b>ASH, Green</b>			<b>HONEYLOCUST,</b>			<b>OAK, Red (<i>Quercus borealis</i>)</b>		
6 to 12 ins. ....	\$ 2.30	\$ 20.00	Thornless—Cont'd.			6 to 12 ins. ....	\$ 6.50	\$ 60.00
12 to 18 ins. ....	2.90	25.00	3/16 to 5/16-in. cal. for			12 to 18 ins. ....	9.00	80.00
18 to 24 ins. ....	4.00	35.00	budding understock	\$ 33.00		18 to 24 ins. ....	14.00	120.00
<b>ELM, American</b>			<b>MAPLE, Silver</b>			2 to 3 ft. ....	22.50	200.00
6 to 12 ins. ....	2.30	20.00	6 to 12 ins. ....	\$ 2.40	20.00	3 to 4 ft. ....	33.00	300.00
12 to 18 ins. ....	2.90	25.00	12 to 18 ins. ....	3.50	30.00	<b>PRUNUS, besseyi</b>		
18 to 24 ins. ....	4.00	35.00	18 to 24 ins. ....	5.00	45.00	6 to 12 ins. ....	2.90	25.00
<b>ELM, Chinese</b>			2 to 3 ft. ....	7.50	65.00	12 to 18 ins. ....	4.00	35.00
6 to 12 ins. ....	2.30	20.00	<b>MULBERRY, Russian</b>			18 to 24 ins. ....	5.50	50.00
12 to 18 ins. ....	2.90	25.00	6 to 12 ins. ....	2.30	20.00	2 to 3 ft. ....	8.00	75.00
18 to 24 ins. ....	4.00	35.00	12 to 18 ins. ....	2.90	28.00	<b>REDBUD (<i>Cercis canadensis</i>)</b>		
2 to 3 ft. ....	5.50	50.00	18 to 24 ins. ....	4.00	35.00	12 to 18 ins. ....	7.50	65.00
3 to 4 ft. ....	8.00	70.00	<b>OAK, Pin (<i>Quercus palustris</i>)</b>			18 to 24 ins. ....	9.00	80.00
4 to 5 ft. ....	13.50	120.00	6 to 12 ins. ....	6.50	60.00	2 to 3 ft. ....	14.00	120.00
5 to 6 ft. ....	21.00	180.00	12 to 18 ins. ....	9.00	80.00	<b>RUSSIAN OLIVE</b>		
<b>HONEYLOCUST, Thornless</b>			18 to 24 ins. ....	14.00	120.00	6 to 12 ins. ....	2.90	25.00
6 to 12 ins. ....	1.90	22.00	2 to 3 ft. ....	22.50	200.00	12 to 18 ins. ....	4.50	40.00
12 to 18 ins. ....	2.60	30.00	3 to 4 ft. ....	33.00	300.00	18 to 24 ins. ....	7.00	60.00
18 to 24 ins. ....	3.80	40.00	4 to 5 ft. ....	45.00	400.00	2 to 3 ft. ....	8.50	75.00

### FRUIT TREE SEEDLINGS

	Per 100	Per 1000		Per 100	Per 1000
<b>APPLE SEEDLINGS (heavy grade)</b>			<b>PEAR SEEDLINGS (<i>Pyrus calleryana</i>)</b>		
1/4-in. cal. and up, branched	\$5.20	\$42.00	1/4-in. cal. and up	\$6.70	\$57.00
No. 1, 3/16 to 5/16-in. cal., straight	5.20	42.00	No. 1, 3/16 to 1/4-in. cal.	6.20	52.00
Special grade, 3/16-in. cal. and up,			<b>PLUM SEEDLINGS (<i>Prunus americana</i>)</b>		
straight collar, short roots.			1/4-in. cal. and up	4.70	40.00
Ideal for whole-root grafting	4.00	30.00	No. 1, 3/16 to 1/4-in. cal.	4.30	38.00
No. 2, 2/16 to 3/16-in. cal., straight	4.00	30.00	No. 2, 2/16 to 3/16-in. cal.	3.50	30.00
No. 3, about 2/16-in. cal.	3.20	22.00	No. 3, about 2/16-in. cal.	2.60	22.00

## SKINNER NURSERY - Topeka, Kan.

Mailing address: P.O. Box 150, North Topeka, Kan.

holiday make-it-yourself party and party pack idea with all types of clubs whose officers are searching for something different and worthwhile in the way of Christmas meetings. Nurserymen and garden centers in suitable locations with meeting and parking space available should investigate the loan or rental of their facilities for such affairs.

Nurserymen and garden center operators might consider co-operating with one or more garden clubs in sponsoring a Christmas decorations meeting and the service of an outstanding demonstrator to raise funds for a civic project. Such affairs are highly popular in many areas and can well become annual events. Include convenient-to-handle boxes or bags of greens in the admission price or for sale to those who are present. Be sure to inform the speaker of these arrangements in advance and have the demonstrator devote some of the time to showing how these greens can be used in making up attractive holiday designs.

#### Tie-In Plans

Nurserymen should be ever alert to ways for selling what greens are available and ever quick to tie in with any practical promotion plans

## JUNIPER GRAFTS

We specialize in grafting of evergreens, strong, 12 to 15-in. grafts, in 2½-in. rose pots. All popular varieties or any scions furnished by you.

\$480.00 per 1000; 300 at 1000 rate. \$50.00 per 100.

Order now for spring delivery.

Richard P. Tesche

## PINE CREST NURSERY

8100 W. 95th St.

Overland Park, Kan.

Located 5 miles southwest of Kansas City, Mo.



MILLIONS OF  
GROWING  
CHRISTMAS  
TREES

Low, low prices on selected top-quality Scotch, Red and Austrian Pine. Freight cars loaded at Cadillac, Mich., or trailer loads delivered anywhere in the Midwest.

**W. O. KING**

P. O. Box 448 Mt. Clemens, Mich.

#### THE JOSEPH F. MARTIN CO.

- Daphne Cneorum and Low Evergreens
- Newest and Best Ground Covers
- Rare and Unusual Hardy Plants

Write for complete descriptive list.

P. O. Box 189

Fainesville, Ohio

## WE OFFER . . . Our General Line of SMALL FRUIT PLANTS

Let us quote on your requirements.

**L. J. RAMBO'S WHOLESALE NURSERIES**  
Bridgman, Michigan

Finest Quality  
**PERENNIALS and SHRUBS**  
Write for complete trade list.  
**KINGWOOD NURSERIES**  
MENTOR, O.



## NORTHERN-GROWN STOCK

Strict Grading — Well Packed  
Satisfaction Guaranteed

There may be as good — none better.

### SEEDLINGS

3-yr.

	Per 100	Per 1000
Colorado Blue Spruce	1.00	
6 to 10 ins. ....	\$ 5.00	\$ 35.00
4 to 6 ins. ....	4.50	27.50
Norway Spruce		
6 to 10 ins. ....	4.50	25.00
Black Spruce		
6 to 10 ins. ....	4.50	25.00
Black Hills Spruce		
8 to 10 ins. ....	5.00	40.00
6 to 8 ins. ....	4.50	35.00
3 to 6 ins. ....	3.50	25.00
White Pine		
4 to 8 ins. ....	4.00	27.50
Austrian Pine		
6 to 10 ins. ....	5.00	35.00
Scotch Pine, French		
6 to 10 ins. ....	4.00	22.50
Ponderosa Pine		
6 to 9 ins. ....	4.00	30.00
Norway Pine		
6 to 10 ins. ....	4.00	30.00
Douglas Fir, Snowy Mt.		
6 to 8 ins. ....	4.00	25.00
4 to 6 ins. ....	3.50	20.00
Douglas Fir, taxifolia		
8 to 12 ins. ....	4.50	30.00
6 to 8 ins. ....	4.00	25.00
Mugho Pine, Tyrolean, sheared		
3 to 6 ins. ....	6.00	40.00

### TRANSPLANTS

3-yr., 2

Colorado Blue Spruce		
8 to 10 ins. ....	18.00	114.00
6 to 8 ins. ....	15.00	110.00
4 to 6 ins. ....	12.00	90.00
Black Hills Spruce		
8 to 10 ins. ....	18.00	125.00
6 to 8 ins. ....	15.00	100.00
4 to 6 ins. ....	12.00	80.00
Norway Spruce		
10 to 14 ins. ....	12.00	100.00
8 to 10 ins. ....	10.00	80.00
grafting grade, 3/16 to 1/4 in. cal. ....	10.00	70.00
Mugho Pine, sheared, 2-yr.		
4 to 6 ins. ....	15.00	125.00
Austrian Pine		
8 to 12 ins. ....	12.00	110.00
Douglas Fir		
6 to 8 ins. ....	12.00	100.00

Write for prices on 10,000 or more

**J. R. PALMER & SON**  
Blackduck, Minn.

### Peach

Hydrangea P. G.  
Hydrangea P. G. (Layers)  
Hydrangea P. G. (Tree Form)  
Ornamental Trees  
Grapevines, 1-yr.

We solicit contract growing.

Thorne Brewster

**WILLOWBEND NURSERY**  
PERRY, O.



### EVERGREENS

Growers of Quality Evergreens  
Lining-out Stock a Specialty  
Write for Trade List

**EVERGREEN NURSERY CO.**  
Established 1864 : STURGEON BAY, WIS.

which appear worthwhile. A good example of this is the current nationwide advertising campaign in which two styles of handy inexpensive packages of Oasis are being offered, each with a colorful folder giving holiday hints and twelve excellent ideas for Christmas decorations. This is a tailor-made item for the nurseryman since the holiday arrangements described and sketched in the folder call for a varied assortment of short berried branches and evergreen twigs.

Christmas fairs and bazaars sponsored generally by women's groups to raise funds for church and charitable causes are popular in many areas. The sponsors are interested in anything new that will attract customers; nurserymen should have no reluctance in discussing with them the sale of gift packs, do-it-yourself kits and completed arrangements. They might have some excellent merchandising ideas of their own.

Milk, bread, egg and other suppliers who make home deliveries are potential buyers of small quantities of short, colorful greens. A sprig of holly, for example, attached to an inexpensive greeting, fastened to a carton of milk and delivered at a doorstep a day or so before Christmas is a good will builder of the first order.

Wholesale nurserymen with cull trees and supplies of prunings and with no interest whatever in entering the Christmas decorative field might well consider sending to their retailers or having a salesman deliver a clothes basket heaped full of mixed greens, decorated with a colorful red bow. An accompanying Christmas message can suggest using the greens as might seem fit; they could be sold or placed where customers could help themselves.

### CONSOLIDATED ELECTION

J. Harold Stringer, president of the Tyler Bank & Trust Co., has been elected chairman of the board of directors of Consolidated Nurseries, Inc., Tyler, Tex., succeeding W. A. Pounds. At the stockholders' meeting held in the company offices at Owentown in September, E. F. Tedder was re-elected president of the firm, Charles A. Drago was re-elected executive vice-president and Stanley C. Smith was named secretary-treasurer. Besides Mr. Stringer, the directors include Mr. Tedder, Mr. Drago, A. H. Steinel, Hayden Moore, W. B. McGinney, W. H. Morse, Lee Brady and J. A. Bostick.

## WEST COAST ROSES



**BE SURE TO ADD  
ILGENFRITZ WINNERS  
To Your Rose Selections for '62**  
**DRESDEN BROCADE**  
**BINGO PURE GOLD**  
**PINK FRAGRANCE**

Best Bet for 1962 — our  
NEW Rose Introduction  
MIRACLE (Plant Pat. No. 1863)  
The Amazing  
"Boutonnere" Floribunda  
**THE MONROE NURSERY CO.**  
Ilgenfritz Since 1847  
Box 665-A Monroe, Mich.  
Phone: 313 CHerry 1-6100

## SPECIMEN UPRIGHT YEW

Dense, well-sheared, high-class landscape material — priced specially at the nursery.

250—4½ to 5 ft.

Real Beauties

## NORTHERN INDIANA EVERGREEN CO.

U. S. 41

Cook, Ind.

## ARMINTROUT'S EVERGREEN NURSERY ALLEGAN, MICH.

Seedlings—Transplants  
Finished Stock  
Send for price list.

The very best in Scotch Pine Christmas trees come from

**Gatewood Christmas Tree Farms**  
Hart, Mich.

## Crataegus Phaenopyrum

(Japanese beetle certified)

Each  
5 to 6 ft., B&B ..... \$5.00  
6 to 8 ft., B&B ..... 6.75

## HERMAN LOSELY & SON

Haskins Rd. Chagrin Falls, O.  
Shepard Rd. Perry, O.

## NORTHERN-GROWN EVERGREENS

3 to 6 ins., Seedlings  
Balsam Fir, \$15.00 per 1000  
White Spruce, \$15.00 per 1000

List on Request

**C. WILSON'S NURSERY**  
Pembine, Wis.

## LANDSCAPE GROUP HEARS CREDIT BUREAU OFFICER

Regis A. Balkey, vice-president of the collection division of the Credit Bureau of Cook County, Inc., spoke to a group of 45 members of the Chicago Metropolitan Landscapers Association at the September meeting of the organization at Addison, Ill.

Mr. Balkey's talk, "How You Can Get What's Coming to You," dealt with the history of credit and its application to the streamlined American economy of the "soaring sixties."

"To be in business at all in the modern sense is to be a creditor," he noted. "If you are not paid at the time of sale, you are a creditor—be your profession landscaping or medicine."

Speaking at the request of the C. M. L. A. program and education committee, Mr. Balkey noted the special credit problems of the seasonal professions, such as landscaping, in which poor credit risks are especially hazardous.

### Average Credit Ratings

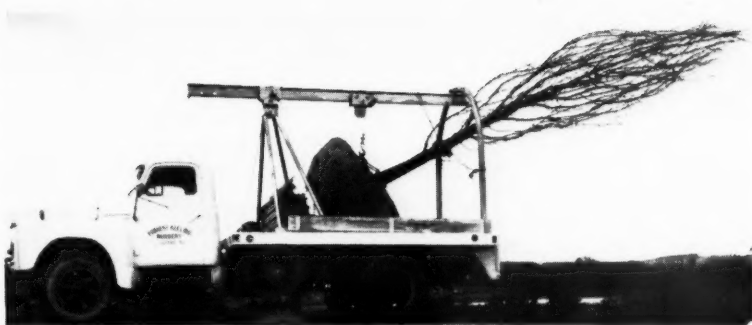
Mr. Balkey then presented a broad evaluation of the credit ratings of persons in different occupations. In descending order from good to bad credit risks, the occupations rank as follows: Executive, professional man, armed forces officer, banker, civil servant, office worker, farmer who owns his land, small retailer, insurance agent, factory worker, building trade operator, tenant farmer and laborer.

Mr. Balkey was careful to note that it is difficult to make generalizations that apply to all individuals and that these credit ratings represent a hypothetical average. Still, he noted, all businessmen ought to keep the rating in mind when extending credit, especially to strangers.

An association that bands together for mutual enlightenment, he said, can develop several good weapons for combating the class of individuals who are always in arrears in credit payments.

Since credit buyers will almost always pay promptly for what they fear to lose (a fact born out by statistics on mortgage and automobile payments) he urged more widespread use of the landscape contract drawn up by the C. M. L. A., with the protection clause stating that the landscape man has the right to take back his product in case of nonpayment.

Second, Mr. Balkey urged the establishment of a list of notoriously



## SPECIMEN TREES

Select caliper shade and ornamental trees from our young, thrifty "tree orchards." Our specimen trees are grown in 12-ft. rows for good head development and are frequently transplanted to assure minimum transplant shock.

We begin balling in mid-October and can usually ball through the winter. All balls to A.A.N. specifications.

Varieties and size ranges available this fall are:

Norway Maple, 2 to 4 1/2-in. cal.	Sunburst Locust, 2 to 4-in. cal.
Columnar Maple, 2 to 3 1/2-in. cal.	Moraine Locust, 2 to 4-in. cal.
Red Maple, 2 to 3 1/2-in. cal.	Japanese Larch, 8 to 12 ft.
Pyramidal Silver Maple, 4 to 5 1/2-in. cal.	Sweet Gum, 2 to 7 1/2-in. cal.
White Birch, 4 to 4 1/2-in. cal.	Cork Tree, 2 to 3 1/2-in. cal.
Clump Birch, 10 to 16 ft.	London Plane, 3 to 5-in. cal.
Hornbeam, 6 to 10 ft.	Kwanzan Cherry, 2 1/2 to 4-in. cal.
Pyramidal Hornbeam, 6 to 10 ft.	Weeping Cherry, 3 to 4-in. cal.
Hackberry, 1 1/2 to 3-in. cal.	Red Oak, 1 1/2 to 4 1/2-in. cal.
Crataegus crusgalli, 6 to 12 ft.	Pin Oak, 1 1/2 to 5 1/2-in. cal.
Crataegus phaenopyrum, 6 to 16 ft.	Golden Weeping Willow, 2 to 3 1/2-in. cal.
Russian Olive, 8 to 14 ft.	Mountain Ash, 2 to 4 1/2-in. cal.
Euonymus bungeanus, 8 to 14 ft.	Tree Lilac, 6 to 8 ft.
Green Ash, 2 to 9-in. cal.	Cypress (Taxodium), 4 1/2 to 8-in. cal.
Thornless Honey Locust, 2 1/2 to 5-in. cal.	English Elm, 2 1/2 to 6 1/2-in. cal.
Shademaster Locust, 3 to 3 1/2-in. cal.	Christine Buisman Elm, 3 1/2 to 5-in. cal.

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GROWN  
IS HARDY...

## Forrest Keeling Nursery

Hugh Steavenson, Prop.  
Elsberry, Mo. Phone: TWinoaks 8-5571

### Specimen Landscape Materials Our Specialty... TAXUS



### W. A. NATORP CO.

4400 READING ROAD  
CINCINNATI 29, OHIO

Visit our nurseries when in Cincinnati

### BALD CYPRESS

(TAXODIUM DISTICHUM)

Seedlings	Per 100	Per 1000
6 to 12 ins...	\$12.00	\$100.00
12 to 18 ins...	15.00	125.00
Twice Transplanted, Bare Root	Per 100	Each
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poor credit risks, so that all association members may benefit from the experience of the few who "get taken."

A lively discussion followed Mr. Balkey's talk, in which C. M. L. A. members discussed their individual problems as creditors. Their experiences bore out the major points made by the speaker.

James Berry, Exec. Sec'y.

## INDIAN SUMMER SESSION

[Continued from page 12]

son were champion pinochle players. Mrs. Helen McGill and Wayne Weeks were bridge tournament winners, and the ping-pong winners were Mrs. Frank Morishita and Ray Klupenger. Miss Shirley McGill won the baby photo contest by guessing 15 out of 17 entries.

The famous special buffet dinner of the Gearhart hotel was served on the second evening of the meeting. After the dinner, an evening of fun began. Miss Betty Abbott, Abbott's Green Thumb, Portland, entertainment chairman for the meeting, was assisted by Marge Bond, May Nursery Co., Yakima, Wash.

For the nursery rhymes party, everyone was costumed as a nursery rhyme character. There were Little Boy Blues, Little Bopeeps, Butchers, Bakers and Candlestick Makers all over the hotel lobby where the party was held. Winning costume for the men was that of Ed Heath as Little Boy Blue. Helen Walters, Charles Walters Wholesale Nursery, Hillsboro, Ore., won first for the ladies as Mickey Mouse. Mrs. Abbott sang and played the piano during the evening, following the costume contest, and there were games and fun.

The last day of the meeting opened with "Kandid Kapers." Selected colored slides from the supply of various nurserymen were shown. William Curtis, Wil-Chris Nursery, Sherwood, Ore., showed war scenes of Okinawa; Jim Doty, Doty & Doerner, Portland, A. A. N. and W. S. N. A. convention scenes; Wayne McGill, A. McGill & Son, Fairview, Ore., pictures of the McGills' trip to Japan; Wayne Arnold, Arnold's Clematis Nursery, Milwaukie, Ore., Hawaiian volcano action, Hawaiian natives and scenic views; Harley Mays, Mays Landscape Nursery, Vancouver, Wash., landscape scenes at Vancouver, B. C., and Stan Walters, Walters Nursery, Puyallup, Wash., scenes of bulb fields and festivals.

Wayne Melott was chairman for

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4-yr., T., 12 to 20 ins. ....	75.00
3-yr., S., 7 to 12 ins. ....	28.00
<b>White Pine</b>	
4-yr., T., 5 to 12 ins. ....	60.00
2-yr., S., 4 to 8 ins. ....	20.00
<b>Balsam and Fraser Fir</b>	
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<b>Scotch Pine (Spanish Sierra or French Auvergne)</b>	
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<b>Austrian Pine</b>	
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the final luncheon. A special treat at this meal was large bowls of 20th Century everbearing strawberries furnished by Wayne Weeks, Weeks Berry Nursery, Salem, Ore. Brian Taylor, Taylor Nurseries, Seattle, Wash., the district director of the American Rose Society, said that the A. R. S. is seeking nurserymen's aid in naming the "10 best" roses.

Mr. Melott thanked Mrs. Opal Lindstrom, Lindstrom's Nursery, Seaside, Ore., for the lovely table and lobby decorations which she provided for all occasions. The lobby was also beautified with a landscaped pool prepared by Phineas McCoury, McCoury's Garden Center & Nursery, Seaside.

Speaker at the luncheon was Leonard Dunlap, Washington county civil defense director. His talk was entitled "Let's Get with It" and emphasized the urgency of making civil defense preparations, which could, he asserted, assure adequate protection for 97 per cent of the American population in the event of a nuclear attack.

#### TAKES KENTUCKY POST

Earl H. New, a native of Iowa, recently took the position of specialist in ornamental horticulture with the extension service of the University of Kentucky, Lexington. He will spend about half his time helping groups and individuals throughout the state with home beautification programs; the rest of his time will be devoted to starting an extension program with Kentucky nurserymen and florists.

A graduate of Iowa State University, Dr. New received his master's degree in horticulture from the University of Idaho, where he taught ornamental horticulture and plant propagation, and his doctorate in floriculture marketing from Michigan State University. In addition to his academic work, Dr. New also served as farm and garden editor for an Iowa newspaper and was for a time associated with Andrews Nursery, Faribault, Minn.

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# PLANT NOTES HERE AND THERE

By C. W. Wood

## Some Lovely Linums

The flower world is enriched by about 100 species of linums, many, perhaps most, of which are desirable for garden decoration. Few gardeners are aware that this wealth of material is theirs for the asking and searching, because all the kinds, so far as I know, are easy to grow from seed and, with a few exceptions as to tenderness to extreme cold, they are easy to keep. They are mostly inhabitants of the warm and warm-temperate (if I may use such a term) parts of the world, where they grow on sunny slopes in poor, light soil which is perfectly drained.

The plants will cause little trouble if their natural growing conditions are duplicated. It should be remembered that good drainage is not the least of their requirements, and even the kinds of questionable hardiness will endure far more cold than is generally supposed if drainage is assured.

There may be weeds in the genus although I have never found them. In fact all that have been in my trials had some trait to recommend them to gardeners, and I should place a few among the top rank of garden plants. Some of the tender ones I cannot vouch for personally, but they will be sponsored by better qualified observers.

Near the top of my list of favorites is *L. alpinum*. It is near the popular *L. perenne* and is only set apart by the botanists by a few minor characteristics of interest only to them. But *L. alpinum* serves an entirely different purpose in the garden, *perenne* growing to two feet in height, while *alpinum* should not reach over 10 inches and may even be prostrate. *Alpinum* has the same long blooming season, producing its medium-blue flowers (the "Hortus" term, chicory-blue, is an apt one) on grayish stems throughout the summer. It is an admirable plant of easy culture in any sunny, well-drained spot.

Alphabetically, and not far behind the best in garden value, comes *L. aretioides*, a tiny flax from Asia Minor. This is a little cushion, or rather tuft, of foliage upon which rest quite stemless, golden-yellow cups, all no more

than two inches high. The plant has the reputation of being tender to cold; experience here in northern Michigan, however, showed that it is hardy to 25 degrees below zero, if it is assured of a good covering of snow. As I lost my plants in a winter of light snow, I believe that they would be tender to near-zero temperature, or perhaps less severe than that, when snow does not come in early winter and stay until spring. They will not endure dampness at any time and like to snuggle down on the south side of a rock in the garden.

I once had seeds from Dr. Lemperg marked *L. austriacum* which produced some of the loveliest blue-flowered flaxes that I have

ever seen. They grew no taller than a foot, which did not fit the "Hortus" description of two feet, and had the loveliest blue of any flax I know. Ordinary *austriacum* as available in commercial seeds is likely to prove practically identical to *L. perenne*. Others so similar to *L. perenne* that only one of the lot is needed in the garden include *L. lewisii* of western America and *L. sibiricum*. All are valuable in the landscape in a myriad ways, especially as flowers of grace to lighten stiff compositions.

I have put the blue-flowered (usually white-eyed) *L. hirsutum*, hence the hairy flax of Europeans, apart from the foregoing blues, because it went out during the first

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cold winter while it was being tested in my trials, indicating that one would want to get his stock from the northern part of its range (central Europe, I believe) instead of along the Mediterranean, from whence came my seeds. Other than this supposed tenderness to severe cold, it was a splendid ornament, with downy stems and leaves, a height of a foot or so, as it grew here, and a blooming period through June and perhaps later into the summer.

A good companion for *L. aretioides* is found in another Oriental species, *L. carnosolum*. It matches *L. aretioides* in stature, and the blue of my present plant is a splendid complement to the yellow of the other. They want essentially the same cultural treatment and would make good companions for a choice spot in the garden of any plant enthusiast.

To me, one of the handsomest of the genus is *L. narbonnense*. Correctly grown in a lean soil, the plant is no taller than a foot and spreads into a restrained clump, bearing an abundance of pure blue flowers during May and June. Like many of its kind, it may continue to bloom throughout the summer. Rich soil may produce lanky plants to two feet in height, and in that case, it is likely to be floppy. It was of questionable hardiness in my trials, but should be reliable in all except the coldest parts of the country.

One of the most striking of the flaxes is *L. salsoloides*, from southern Europe. The individual flower stems may be as much as a foot in length, but being quite prostrate, their actual height is seldom more than six inches. It is very leafy, and, with the stems spraying outward in fountainlike effect, the plant would be an ornament even if it never bloomed.

The flowers, however, are real beauties—whitish with rosy-purple eyes, as I see colors—and come from June until frost. Farrer speaks of it as "soft flowers shell-pink, with a melting flush of darkness toward their hearts." Correvon refers to it as a light rose. "Hortus" calls it white with purple veins.

Even better might be its dwarf form, *L. s. nanum*, sometimes known as *L. s. prostratum*, which makes no more than a low mat of fur to support a long succession of cups quite like the type. I believe that neither the type nor *nanum* is long-lived, apparently, and they suffer during cold winters; certainly dampness means

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death to either when drainage is imperfect.

At least two yellow-flowered flaxes, *L. flavum* and *L. maritimum*, deserve attention. I am not sure that two names are needed, for there are few, if any, distinguishing marks which a mere gardener is able to recognize. They are both pretty little bushes five to 10 inches tall, clothed in leathery leaves and decorating themselves with lovely, golden cups as much as an inch across, there being 25 or more blooms in each inflorescence.

In my trials, material from Germany, bought as *S. flavum*, was quite hardy, but the seeds coming from southern France, under name of *L. maritimum*, could not be trusted outdoors in cold winters. They are lovely plants for sunny, well-drained situations, easily grown from seeds or from cuttings in spring or early summer. The other yellow-flowered kinds which are sometimes found in European lists are, so far as I know them, quite indistinguishable from the two named above or they are inferior.

There must be at least one exception to the last phrase, "or they are inferior," if we are to follow Farrer, when he wrote: "Near Sebastopol is found the finest of all (yellow-flowered flaxes), *L. palasianum*, a neat tufted, close and dense, and not two inches high, with an undiminished glory of golden cups."

### Wee Willie Sweet Williams

There have been so-called annual sweet williams, but none that I have grown deserved the name like Wee Willie. In my first trial many of the plants commenced to bloom within two months of the sowing of seeds and continued in flower until frost, proving that an early sowing would produce a long season of color. The strain contains

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30 to 36 ins. .... 1.25	18 to 24 ins. .... 1.25
Arborevitae, Berekmans Golden	
15 to 18 ins. .... 1.00	Juniper, Nick's Compact
18 to 24 ins. .... 1.25	12 to 15 ins. .... 1.00
Juniper, Andorra	15 to 18 ins. .... 1.25
15 to 18 ins. .... 1.00	
18 to 24 ins. .... 1.25	Juniper, Pfitzer
Juniper, Fastigiata	12 to 15 ins. .... 1.00
24 to 30 ins. .... 1.00	15 to 18 ins. .... 1.25
30 to 36 ins. .... 1.25	
Juniper, Greek	Juniper, Von Ehron
15 to 18 ins. .... 1.00	15 to 18 ins. .... 1.00
18 to 24 ins. .... 1.25	18 to 24 ins. .... 1.25

10,000 *Ilex rotundifolia*, *I. hetzi*, *I. burfordi*, *Ligustrum lucidum* and Pfitzer Juniper. In 1-gal. cans. .... 60c

We can arrange semitrailers for 35c per mile one way.

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## ALDRIDGE NURSERY

VON ORMY, TEXAS

*Wholesale Nursery Stock*

Complete line of container and field-grown ornamentals

● Better Quality

● Better Value



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### LINING-OUT and FINISHED STOCK

TREES — FLOWERING SHRUBS  
PRIVET—VINES—EVERGREENS

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**FOREST NURSERY CO., INC.**  
McMINNVILLE, TENN.

most of the shades and combinations ordinarily seen in standard varieties. According to my notes, I had one plant which commenced to bloom in six weeks, when only two inches tall, and was covered with large, white-edged, pink flowers at the age of 2 months, when its height was about four inches. Neighborhood growers who sell bedding plants should learn how valuable Wee Willie sweet williams could become in their schedules.

### Vervain

A homeopath recently extolled to me some of the virtues of vervain in his practice. I got to thinking about the plant, not in my friend's role, though that is no doubt a worthy one, but rather as an ornament. It came to mind that many good plants have to overcome the handicap of adverse criticism, stemming from some aesthete's dislike of its color of flower or perhaps its growth habits. Sometimes, in fact, a plant may become submerged under this treatment, especially if the aesthetes talk and write enough about their dislikes.

That must be true in the case of the vervain, *Verbena hastata*, for it is called a weed in some quarters, an ugly duckling in others and it is not found at all in most gardens. That is not as it should be; nor was it always that way, else it would not have acquired the endearing name of "simpler's joy" from old-time gardeners. It may pay one to display several to test customers' reactions.

The books say the plant grows naturally in moist soil, where it may reach five feet in height if the soil is rich. I suppose that it could then become rather coarse. However, neither moist nor rich soil is essential to its well-being, for I find it locally on dry, sandy hillsides, where it may not exceed 15 inches in height. In moist or dry, rich or poor soil, it is quite sure to give a good account of itself by producing a succession of violet-blue flowers, on a long, narrow spike, from July into September. I do not want to be too enthusiastic about the plant in the face of the indifferent reputation in some quarters, but I do hope growers will give it a trial.

### Erigeron Wuppertal

I know nothing about the rather new fleabane, *Erigeron Wuppertal*, except that I have been told by two or three correspondents that it is the best and most distinct to

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313 N. Chancery St.

Phone: 2616

McMinnville, Tenn.

J. R. Bragg, Pres.

(Storage Barns on U. S. 70-S Bypass)

**Fall, 1961 — Spring, 1962**

**HIGHEST-QUALITY, DEPENDABLE STOCK**

In Both Finished Stock and Liners

PEACH		Each	Each	APPLE		Each	Each
June Buds		Per 10	Per 100	1-in. cal. and up,		Per 10	Per 100
3 to 4 ft., br.	-----	\$0.35	\$0.32 1/2	5 1/2 ft., br.	-----	\$0.70	\$0.60
30 to 36 ins., br.	-----	.30	.27 1/2	1 1/8-in. cal., 5 to 6 ft.,	-----	.60	.50
24 to 30 ins., br.	-----	.25	.22 1/2	br.	-----	.50	.40
18 to 24 ins., br.	-----	.20	.17 1/2	7/8-in. cal., 4 to 5 ft.,	-----	.50	.40
12 to 18 ins.	-----	.15	.12 1/2	br.	-----	.40	.30
Marcus	Washington			7/8-in. cal., 3 to 4 ft.,	-----	.40	.30
Cardinal	Redglobe			br.	-----	.50	.40
Sunhaven	Richhaven			4 to 6 ft., 1-yr., whips	-----	.40	.30
Coronet	Loring			3 to 4 ft., 1-yr., whips	-----	.30	.20
Redhaven	Belle of Georgia			2 to 3 ft., 1-yr., whips	-----		
Ranger	Redskin			Yellow Transparent	Dark Red Jonathan		
Keystone	Elberta			Lodi	Yellow Delicious		
Triogem	Shippers Late Red			Anoka	Dark Red Delicious		
				Grimes Golden	Dark Red Stayman		
					Red Rome Beauty		

PEACH		Each	Each
Dormant Budded			
1 1/2-in. cal.,			
6 to 7 ft., well-br.	-----	.70	.60
1-in. cal., 5 1/2 ft. and			
up, well-br.	-----	.65	.55
1 1/8-in. cal., 4 1/2 ft. and			
up, well-br.	-----	.55	.45
7/8-in. cal., 4 to 5 ft.,			
well-br.	-----	.45	.40
7/8-in. cal., 3 to 4 ft.,			
well-br.	-----	.35	.32 1/2
7/8-in. cal., 2 to 3 ft.,			
br.	-----	.25	.22 1/2

Redhaven	Elberta
Richhaven	Redskin
Sunhaven	Loring
Halehaven	Sullivan Elberta
Rio Oso Gem	Golden Jubilee

PEAR		Each	Each
1 1/8-in. cal.	-----	.80	.70
7/8-in. cal.	-----	.70	.60
7/8-in. cal.	-----	.60	.50
7/8-in. cal.	-----	.50	.40
Ayer	Carrick		
Bartlett	Kieffer		
	Morgan		
	New Orient		

### PRUNUS NEWPORT

(Purple-leaved Plum)

PRUNUS PERSICA		Each	Each
(Double Red-flowering Peach)			
1 1/8-in. cal., 5 to 6 ft.,			
br.	-----	.60	.50
7/8-in. cal., 4 to 5 ft.,			
br.	-----	.50	.40
7/8-in. cal., 3 to 4 ft.,			
br.	-----	.40	.35
7/8-in. cal., 2 to 3 ft.,			
br.	-----	.25	.22 1/2
18 to 24 ins.,			
June buds	-----	.20	.17 1/2
12 to 18 ins.,			
June buds	-----	.17 1/2	.15

### PLUM, PRUNE and NECTARINE

1 1/8-in. cal., 4 1/2 to			
6 ft., br.	-----	.70	.60
7/8-in. cal., 4 to 5			
ft., br.	-----	.60	.50
7/8-in. cal., 3 to 4			
ft., br.	-----	.45	.40
7/8-in. cal., 2 to 3			
ft., br.	-----	.35	.30
18 to 24 ins.,			
June buds	-----	.25	.22 1/2
12 to 18 ins.,			
June buds	-----	.20	.17 1/2
Bruce Plum	Garden State Nectarine		
Stanley Prune	Redchief Nectarine		

TERMS. Our terms are net, 30 days from invoice date, to firms with established credit, or we will allow 2% cash discount and free packing for cash with order.

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B&B sizes to trucks only.  
HUMPHREYS LANDSCAPE SERVICE  
Mt. Sterling, Ky.

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**TEXAS NURSERY CO.**

## EVERGREENS

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### CONIFEROUS

	Each 10 to 50	Each 50 Up		Each 10 to 50	Each 50 Up
<b>Arborvitae, American Pyramidal</b>			<b>Spruce, Norway</b>		
18-24 ins. ....	\$1.85	...	2-2½ ft. ....	\$2.50	\$2.25
2-2½ ft. ....	2.35	...	2½-3 ft. ....	3.00	2.75
2½-3 ft. ....	2.75	...	3-4 ft. ....	3.50	3.25
<b>Arborvitae, Berkman's Golden</b>			<b>Taxus, Cedar Hill</b>		
12-15 ins. ....	1.35	\$1.20	12-15 ins. ....	2.50	...
15-18 ins. ....	1.60	1.40	15-18 ins. ....	3.50	...
18-24 ins. ....	2.00	1.75	18-24 ins. ....	4.50	...
<b>Arborvitae, Globe</b>			<b>Taxus cuspidata</b>		
12-15 ins. ....	1.50	...	12-15 ins. ....	2.45	2.20
15-18 ins. ....	2.10	...	15-18 ins. ....	3.00	2.75
<b>Firs, Balsam and Douglas</b>			18-24 ins. ....	3.75	3.50
4-5 ft. ....	5.00	...	2-2½ ft. ....	5.00	4.75
5-6 ft. ....	6.50	...	<b>Taxus cuspidata, intermedia</b>		
6-8 ft. ....	8.50	...	15-18 ins. ....	3.50	3.25
<b>Hemlock, Canadian</b>			18-24 ins. ....	4.50	4.25
2-2½ ft. ....	3.25	3.00	<b>Taxus hatfieldi</b>		
2½-3 ft. ....	4.00	3.75	12-15 ins. ....	2.45	2.20
3-3½ ft. ....	4.75	4.50	15-18 ins. ....	3.00	2.75
3½-4 ft. ....	5.75	5.50	18-24 ins. ....	3.75	3.50
<b>Juniper, Irish</b>			2-2½ ft. ....	5.00	4.75
18-24 ins. ....	1.75	1.60	2½-3 ft. ....	6.50	...
2-2½ ft. ....	2.25	2.00	<b>Taxus hicksii</b>		
2½-3 ft. ....	2.75	2.60	12-15 ins. ....	2.25	2.00
<b>Pine, Austrian</b>			15-18 ins. ....	2.75	2.50
2-3 ft. ....	3.00	...	18-24 ins. ....	3.50	3.25
3-4 ft. ....	4.00	...	2-2½ ft. ....	4.75	4.50
<b>Pine, Scotch</b>			2½-3 ft. ....	6.50	6.25
2-3 ft. ....	2.75	...	3-4 ft. ....	8.50	...
3-4 ft. ....	3.75	...	<b>Taxus kelseyi</b>		
<b>Pine, White</b>			12-15 ins. ....	2.50	2.25
2-3 ft. ....	3.00	2.75	15-18 ins. ....	3.50	3.25
3-4 ft. ....	4.00	3.75	18-24 ins. ....	4.50	4.25

### BROAD-LEAVED

	Each 10 to 50	Each 50 Up		Each 10 to 50	Each 50 Up
<b>Aucuba Japonica and Japonica variegata</b>			<b>Ilex crenata rotundifolia</b>		
15-18 ins. ....	\$2.50	...	12-15 ins. ....	\$1.35	\$1.20
18-24 ins. ....	3.25	...	15-18 ins. ....	1.85	1.65
<b>Berberis julianae</b>			18-24 ins. ....	2.50	2.25
18-24 ins. ....	2.75	\$2.50	2-2½ ft. ....	3.50	3.25
2-2½ ft. ....	3.25	3.00	<b>Laurel, schipkaensis</b>		
2½-3 ft. ....	3.75	3.50	15-18 ins. ....	2.25	...
<b>Boxwood, sempervirens</b>			18-24 ins. ....	3.25	...
12-15 ins. ....	1.60	...	2-2½ ft. ....	4.00	...
15-18 ins. ....	2.25	...	<b>Laurel, zabelli</b>		
18-21 ins. ....	2.75	...	15-18 ins. ....	2.25	...
<b>Euonymus patens</b>			18-24 ins. ....	3.25	...
18-24 ins. ....	1.85	1.70	<b>Magnolia grandiflora</b>		
2-2½ ft. ....	2.25	2.00	2-3 ft. ....	2.75	2.50
2½-3 ft. ....	2.75	2.50	3-4 ft. ....	3.75	3.50
<b>Ilex convexa (Boxleaf Holly)</b>			4-5 ft. ....	5.25	5.00
12-15 ins. ....	2.00	1.85	5-6 ft. ....	7.00	6.50
15-18 ins. ....	2.50	2.30	<b>Nandina domestica</b>		
18-24 ins. ....	3.25	3.00	15-18 ins. ....	2.00	...
<b>Ilex crenata microphylla</b>			18-24 ins. ....	2.50	...
12-15 ins. ....	1.60	1.45	<b>Osmanthus, ilicifolius and fortunei</b>		
15-18 ins. ....	2.00	1.85	15-18 ins. ....	2.25	...
18-24 ins. ....	2.75	2.50	18-24 ins. ....	2.75	...
2-2½ ft. ....	3.75	3.50	2-2½ ft. ....	3.25	...
<b>Laurel, English</b>			<b>Pieris japonica</b>		
2-2½ ft. ....	2.75	...	15-18 ins. ....	3.25	...
2½-3 ft. ....	3.50	...	18-24 ins. ....	4.00	...

Complete Wholesale Price List on Request.

**WAYNESBORO NURSERIES**

Waynesboro, Virginia

### FALL LIST

See the September 15 issue of American Nurseryman for our fall stock listing.

Please come by this fall to see us and our Highest Quality Evergreens that are going to be better than ever and in larger quantities for the '61-'62 season.

**MONROE NURSERIES of  
CROSSVILLE, ALABAMA, Inc.**

P. O. Box 95 Crossville, Ala.

**Bamboo, Gardenias,  
Figs, Shade Trees**

Write for Complete List.

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P. O. Box 749  
Covington, La.

**Wholesale Growers of  
Quality Nursery Stock**

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Obion, Tenn.



**Azaleas, Ilex  
and Magnolias**

Lining-out and container-grown stock.

Semmes, Ala.

**WE SPECIALIZE IN FINE  
Azaleas and Camellias**

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**FLOWERWOOD NURSERY**

GREGORY L. SMITH, Owner  
Rt. 1, Box 130 MOBILE, ALA.

date. When it is said of a fleabane that its color—blue lavender in this case—stands out, it means something in a race where dull colors are often the rule. Another recommendation, it is said, is that the flowers are larger than in other fleabanes. A stature of two feet also adds to the sum total of its good points. It all sounds interesting.

### Globularia Bellidifolia

Lovely foliage is always an asset to a plant when one is appraising its value as a garden ornament. That is one reason, I suppose, that experienced gardeners like globe daisies, even despite the fact that most of the small ones are sparse bloomers. That would be all the more reason, then, why attention should be given *Globularia bellidifolia*, the most profuse bloomer of the small ones that have been in my trials.

This plant makes a close mat of pretty, glossy, dark green leaves, over which are produced many lovely blue puffballs, on 3-inch stems in late spring. It is easy to grow in well-drained soil in sun or part shade, with some attention to its moisture needs during long dry periods. It may be propagated from seeds, when available, from divisions and from cuttings.

### Chrysanthemum Multicaule

Although I have not been able to check the validity of the name from my available texts, I find that the plants resulting from a packet of seeds received from an English source under label of *Chrysanthemum multicaule* are quite distinct from any other kind that I now recall and are eminently worthwhile.

My source of seeds wrote as follows: "We predict a great future for this new annual chrysanthemum." I heartily agree with that prediction, especially if someone adds some of the other colors now known in annual chrysanthemums to their now normal golden-yellow flowers. Its specific name tells one that it is a many-stemmed plant, which also implies profuse blooming, and both prove to be the case in the garden.

It makes rather spreading growths to eight or nine inches in height and flowers over a long period, making it, among other roles, a good edging plant and a likely candidate for a summer and fall-blooming pot plant for a sunny window spot and for use in window boxes.



## .... GOOD ROOTS .... GOOD TOPS

**Now is the time to order  
good liners from GULF STREAM**

PROPERLY GROWN • PROPERLY GRADED • PROPERLY PACKED

	Per 100	Per 1000
<i>Cercis chinensis</i> , 1-yr., S., 8 to 10 ins. ....	\$10.00	\$ 90.00
<i>Clematis tangutica</i> , 1-yr., S. ....	18.00	150.00
<i>Cotoneaster divaricata</i> , 1-yr., S., 10 to 12 ins. ....	9.00	80.00
<i>Crataegus cordata</i> , 1-yr., S., 12 to 15 ins. ....	8.00	75.00
<i>Kolkwitzia amabilis</i> , 2¼-in. pots ....	18.00	150.00
<i>Rosa rugosa</i> , 1-yr., S., 10 to 12 ins. ....	15.00	125.00
<i>Rosa rugosa alba</i> , 1-yr., S., 10 to 12 ins. ....	20.00	180.00
<i>Viburnum carlesii</i> , 1-yr., S., 10 to 12 ins. ....	15.00	125.00

Write for **NEW** Price List

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ROBERT H. TALLEY, JR.

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SUnset 7-1421

# GULF STREAM NURSERY INC.

WACHAPREAGUE, VIRGINIA

### ARIZONA CONVENTION

(Continued from page 15)

successful propagation of eucalyptus by rooting cuttings, as developed by the University of Arizona horticulture department, is proving useful in regard to clonal line propagation of outstanding trees within species groups. A wider selection of palm species for southern Arizona landscaping was encouraged. The new All-America rose selections were recommended.

Advertising suggestions were effectively presented with visual aids by Lou Czufin of the Ortho division, California Chemical Co., Richmond, Calif., assisted by Bernie Grass and Richard Lane. They urged organized planning and a critical examination of business methods. The fact of expanding markets in many local communities was pointed out.

Points stressed for creating a good ad included a basic plan, selecting the right item, simplicity of layout, use of a dominant illustration, headline importance and completeness of copy (state prices, specify plants and give location of business and business hours). A marketing and advertising calendar was displayed for the benefit of the nurseryman in planning his week-

## LOADED WITH "Customer Appeal"

### NAUGHER'S PINK DOGWOODS

One-Year	Each Per 10	Each Per 100	Two-Year	Each Per 10	Each Per 100
12 to 18 ins., BR...	\$0.85	\$0.75	2 to 3 ft., BR.....	\$1.75	\$1.50
18 to 24 ins., BR...	1.10	1.00	2 to 3 ft., B&B.....	2.50	2.00
24 to 30 ins., BR...	1.35	1.15	3 to 4 ft., BR.....	2.25	2.00
30 to 36 ins., BR...	1.60	1.35	3 to 4 ft., B&B.....	2.75	2.50
			4 to 5 ft., BR.....	2.50	2.25
			4 to 5 ft., B&B.....	3.00	2.75

- Budded on Transplanted Seedlings
  - Heavily Branched
    - Tied with Jute Twine—No Skinning
  - Liberally Graded
- Heavy, Fibrous Root System

Write for  
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today!

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NURSERY

INCORPORATED  
Chase, Alabama

## ARKANSAS-GROWN FRUIT TREES

### Heavy Caliper—Well Packed

*Satisfaction Guaranteed*

#### PEACH TREES

##### Dormant Buds

	Per 10	Per 100
6 to 8 ft., 3/4-in. cal., up...	\$7.50	\$70.00
5 to 6 ft., 11/16-in. cal. ...	5.50	50.00
4 to 5 ft., 9/16-in. cal. ...	4.50	40.00
3 to 4 ft., 7/16-in. cal. ...	3.50	30.00
Dixi Red, Dixi Gem, Belle of Georgia, Cardinal, Early Elberta, Elberta, Early Wheeler, Golden Jubilee, Halehaven, J. H. Hale, Red Flowering, Redhaven, Red Indian.		

#### PLUM TREES

##### 2-Yr.

	Per 10	Per 100
6 to 8 ft., 3/4-in. cal., up...	\$8.00	\$75.00
5 to 6 ft., 11/16-in. cal. ...	6.50	60.00
4 to 5 ft., 9/16-in. cal. ...	5.50	50.00
3 to 4 ft., 7/16-in. cal. ...	4.50	40.00
Abundance, Golden, Methley. (We have a limited supply of Bruce and all red plums through 5 to 6-ft. sizes at same prices as above.)		

#### PEAR TREES

##### Dormant Buds

	Per 10	Per 100
5 to 6 ft., 11/16-in. cal., up...	\$7.50	\$70.00
4 to 5 ft., 9/16-in. cal. ...	6.50	60.00
3 to 4 ft., 7/16-in. cal. ...	5.50	50.00
Bartlett, Douglas, Garber, Kieffer.		

#### APPLE TREES

##### Dormant Buds and 2-Yr.

	Per 10	Per 100
5 to 6 ft., 11/16-in. cal. ...	\$6.50	\$60.00
4 to 5 ft., 9/16-in. cal. ...	5.50	50.00
3 to 4 ft., 7/16-in. cal. ...	4.50	40.00
Jonathan, Red Delicious, Summer Champion, Yellow Delicious.		

If your order totals 100 trees or more, use prices shown at the 100 rate. If under 100 trees, use the 10 rate. Free packing when cash is received with order, 5% discount when picked up at nursery by your truck.

*Satisfaction guaranteed.*

**EAST'S NURSERY**  
P. O. Box 5 Amity, Ark.

**CONIFEROUS,  
BROAD-LEAVED  
AND  
FLOWERING SHRUBS**  
**BIG RIVER NURSERY**  
Dundee, Miss.

**New Catalog  
Ready**

*Write for  
your copy.*

**Commercial Nursery Co.**  
Decherd, Tennessee  
*Wholesale Nurserymen Since 1900*

ly schedule for effective timing of ads and their appropriate content.

"How to Make a Million in the Nursery Business" was presented with the aid of color charts by Earl Upham, Tucson. Among the selling points emphasized were showing enthusiasm, self-organization, sincerity, knowledge of the business, appreciation, a pleasing disposition, recognition of persons by names and giving service and closing the sale.

#### Banquet Address

The banquet address was delivered by James Wells, national sales manager, radio station KRUX at Phoenix and KTKT at Tucson. The subject, "The Changing Face of America," stimulated thinking in regard to a large potential market for landscape nurserymen. Enthusiastic and energetic planning will prove effective in the landscape nursery business in the immediate future.

The need of more organization to inform the public of the importance of landscaping was emphasized. The battle for a bigger share of the public's discretionary dollar is the challenge of the nurseryman, and modern merchandising and marketing plans must be adopted to compete effectively with other businesses.

After the banquet address, trophies were awarded for outstanding sales effort in the nursery trade to Bernie Grass, Norman Springer, Henry Joyce Harper and Durwood Johnson.

"Financing for Nurserymen" was ably discussed with slides by Holden Olson, vice-president, Southern Arizona Bank and Trust Co. He emphasized that bank credit is based on knowledge and confidence, which develop through experience with a nurseryman and his business.

#### Home Landscaping

"Landscape Designing for Arizona Homes" was effectively presented by James Hostetter, Tucson, with the aid of color slides showing many of his patio developments. He emphasized the basic principles concerning garden design and features for a useful patio, including terraces and paved areas. Color is effectively achieved by an appropriate choice of foliage plants and flowering plants, shrubs and trees. Olive trees and xylosma were illustrated with special reference to their artistic effects.

W. T. Mendenhall, state entomologist of the Arizona agricul-



**RHODODENDRON**  
**KALMIA**  
**(Mountain Laurel)**  
**HEMLOCK,**  
**Canadian and Carolina**  
**NATIVE AZALEAS**  
**ABIES FRASERI**  
**LEUCOTHOE CATESBAEI**  
**PIERIS FLORIBUNDA**  
**WHITE PINE**

*Finished Nursery Stock*

*Collected Stock*

*Seedlings and Cutbacks*

**ANTHONY LAKE  
NURSERY, INC.**

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#### Quality Stock

Cherokee Chief Red-Flowering

Dogwood

(Plant Patent No. 1710)

Dogwoods of Named Varieties

Conifers — Flowering Crab Apples

Evergreens — Fruit Trees — Liners

Write for our wholesale list.

**BUY QUALITY**

**TENNESSEE VALLEY NURSERY**

Phone: WO 7-2652 Winchester, Tenn.

**EVERGREEN GRAFTS**  
**POTTED LINERS**  
**CONTAINER STOCK**

*Ask for our latest list.*

**KENYONS NURSERY**  
Dover, Okla.

**CANNED PLANTS**

Build profits with Wight's container-grown evergreens. Wide assortment, including Ilex, Magnolia, Camellias, Pyracantha. Ask for wholesale list.

**Wight NURSERIES** CAIRO, GA.

Wholesale Growers of Broad-Leaved and Coniferous Evergreens

*Ask for trade list.*

**LINDLEY NURSERIES, INC.**

P. O. Box H Greensboro, N. C.

## FOR QUALITY—Nursery-Grown Shade Trees in Quantity:

A hundred acres of excellent trees of various varieties to select from.

*Come and see them.*

**SHAHAN NURSERIES**

Phone: GL 5-3279

Tullahoma, Tenn.

ture and horticulture commission, outlined the present status of the service to the nurserymen and other citizens of Arizona. He noted the rapidly increasing residential developments.

Insect and disease control and turf and other landscape plantings were discussed by Lowell True, Maricopa county agricultural agent of the University of Arizona. For healthy turf good fertilization and proper irrigation are important. To maintain good lawns, consisting largely of Bermuda grass in southern Arizona, he recommended appropriate insecticides and fungicides. For landscape trees and shrubs, he made specific recommendations to control red spider mites and powdery mildew.

### TREE BARK INTEREST

[Continued from page 11]

little of a white oak or swamp white oak, though it is not so chunky and does not have so coarse a bark. In illustration E it appears as though polelike trees are there to prop up the tupelo. This is not the case, because the nyssa is quite capable of taking care of itself. Its roots are really down—straight down.

Anyone who will traverse this area, as I did, will find a great variety of plants with contorted stems, American hollies 12 to 14 inches in diameter and plenty of poison ivy. The area is on Fire island, which is south of Long Island.

Two of the birches that have trunks with clean, white bark are the canoe, or paper birch (*Betula papyrifera*) and the European white birch (*Betula pendula*, formerly

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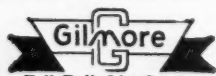
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listed as *Betula alba*—I prefer the latter). Both can be found with multiple stems, but the European white has less of a tendency toward them. In illustrations F and G, one can compare the effect of a single stem or multiple stems of the canoe birch. I was intrigued with the shadowed trunk of the specimen in illustration F; shadows on white bark are always an interesting feature to look for.

Single-stemmed specimens can be maintained as such in either the paper birch or the European white birch. The gray birch (*Betula populifolia*) never looks quite happy when made into a single stem. It leans or turns and seems to appear as an orphan in strange surroundings. Tree orphans have their respected place, too.

The bark of the canoe birch shown in illustration F is a clean white that at first rolls or curls off to show an orange-white bark dominated by orange lenticels, horizontal, as in all birches. The white bark of old stems is also enriched with linear orange lenticels. As one person described it, "It is so clean and good looking that one could almost eat it."

The European white birch bark displayed in illustration H is also a clean white, but with contrasting dark areas where branches once persisted. The lenticels have the same arrangement as in the canoe birch bark, but are much darker. The bark does not curl off in the sheathlike manner common to canoe birch but has a finer-textured way of peeling.

It is interesting to see and use one of the cut-leaved forms. The contrast of the cut leaves and the white bark is truly interesting. This seems to be doubly so on multiple-stemmed (three to six stems) specimens. Try them sometime.

The paper-bark or cherry-bark maple (*Acer griseum*) shown in illustrations I and J is similar in appearance but the bark often rolls off in larger sheets on older stems.

### Maple and Lilac

The bark of *Acer griseum* is one of the most attractive of all tree barks. The orange to orange-tan to orange-brown coloration could be a valuable asset to many plantings. The peeling action begins on small trees, so one does not have to wait 15 or 20 years to see this landscape feature. The coloration on old trunks (10 or more inches in diameter) is a much lighter tone than that on young stems (three to four inches).

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several basal stems, the same as the previously mentioned birches. It is a tree that is too little used and could stir the imagination of even the most skeptical.

The last barks, still with dominant lateral lenticels, to be mentioned are the Amur lilac (*Syringa amurensis*) and the Japanese tree lilac (*Syringa amurensis japonica*). There are few differences between the species and its variation, and the barks are almost identical. Illustration K shows the shiny reddish gray bark of the Amur lilac, which is truly attractive. Probably one's biggest problem is convincing someone that the plant is a lilac.

Texture has not been mentioned much in relation to bark, but the larger-than-normal lilac leaves give a coarse or rugged appearance to this small tree or large shrub. It can be easily trained to a single stem or encouraged to grow with several basal stems. Even without leaves the rugged stem or stems with the large lenticels give one the understanding that this is a coarse-appearing plant.

Bark, whether it be smooth and twisted; marked with lenticels; red, brown or gray, or varying in appearance from youth to old age, can be an important part of the landscape.

#### HOBBY TO BIG NURSERY

In its Sunday column on Long Island gardening, the New York Mirror in a recent issue related briefly the rise of one of the largest Long Island nurseries from a hobby started in 1927 when a wealthy man wanted a place to grow his own plants. Subsequently Bagatelle Nursery, Inc., Huntington Station, grew to its present 155 acres, with the latest mechanical contrivances and a list of outstanding specialties. Under the management of John Newhouse for the past four years, the nursery is owned by the family of the late Dr. Herman B. Baruch, brother of Bernard Baruch. It rose to eminence among nurseries when the late P. M. Koster, from Holland, directed its operation. The nursery is much visited by the public, as well as members of the trade, to see the specialties in evergreens, rhododendrons, azaleas and street trees.

VISITING friends and relatives during a 2-month visit to Japan are Keo Tokinow, Rainbow Nursery, Orange, Calif., and her sister.

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6 to 7 ft., whips...	21.00	180.00
5 to 6 ft., whips...	16.00	140.00
4 to 5 ft., whips...	13.00	110.00
3 to 4 ft., whips...	10.00	85.00

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12 to 14 ft., br.....	35.00	325.00
10 to 12 ft., br.....	30.00	275.00
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6 to 8 ft., br.....	20.50	180.00
5 to 6 ft., br.....	15.00	135.00
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7 to 8 ft., whips...	10.00	95.00
6 to 7 ft., whips...	9.50	90.00
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2-yr., 8 to 9 ft...	25.00	225.00
2-yr., 7 to 8 ft...	22.00	195.00
2-yr., 6 to 7 ft...	18.50	170.00
1-yr., 5 to 6 ft...	15.50	140.00
1-yr., 4 to 5 ft...	12.00	110.00
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#### (European White Birch)

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6 to 8 ft., br.....	16.50	150.00
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## CALIFORNIA

Association of Nurserymen

ELMER J. MERZ, Executive Secretary

### MONTEREY BAY CHAPTER

The Monterey Bay chapter, California Association of Nurserymen, held its September meeting at the Mark Thomas Inn, Monterey. Outgoing President Clayton Pleiman, Tempo Landscape & Garden Service, Castroville, called the 28 members and guests to order, and the minutes of the past several meetings were read and approved.

Bruce Stone, E. B. Stone & Son, Salinas, gave a short report on the safety committee meeting he attended at Sacramento September 14. The Monterey Bay chapter had no entry in the safety contest this year, and Mr. Stone strongly urged the group to participate next year.

Mr. Pleiman reported on a trip made by several members of the chapter to the Soledad Correctional Facility. After lunch at the superintendent's office, the group toured the grounds, giving most attention to the nursery operated by the inmates. The propagating and misting rooms were viewed, as well as the library. Mr. Pleiman noted that, since security regulations rule out the construction of a lath house, all plants are grown outdoors in the wind and sun.

At the conclusion of his report, Mr. Pleiman announced that he had been appointed chairman of the Castroville beautification committee. It was also announced by George Uyeda, Watson's Nursery, Pacific Grove, that Lil Sloan, Sloan's Nursery, Santa Cruz, was recently made trustee of a Santa Cruz grade school.

The outgoing and incoming officers of the Monterey Bay chapter of the California Association of Nurserymen held a meeting at the Franco hotel, Castroville, September 14. Chapter officers for the coming year are Bernard Mooney, E. B. Stone & Son, Salinas, president; Yukio Sumida, Cypress Gardens, Monterey, vice-president; Sue Mell, E. B. Stone & Son, secretary, and Henry Nishi, Nishi Nursery, Carmel, treasurer.

The directors are Wally Doolittle, Watson's Nursery, Pacific Grove; Ben Roth, Alladin Nursery, Watsonville; Jack Nilsen, Bokay Nursery, Salinas; George Uyeda, Watson's Nursery, and Clay

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Pleiman, Tempo Landscape Garden Service, Castroville.

The meeting was called to order by outgoing President Clay Pleiman, who introduced the first item on the agenda—membership. How to attract new members and induce present members to attend meetings were discussed at length. Presentation of a more varied and interesting program was cited as a key factor. It was proposed that a plant table be established where members could display new or unusual plants and comment briefly on them.

A suggestion that the chapter exhibit at local fairs drew favorable comment, and it was decided that the project should be brought up for discussion in the spring.

Over 60 members and guests were present for the chapter picnic, held August 16 at Harvey West stadium, Santa Cruz. Swimming and baseball highlighted the day, with the annual game ending in a 12 to 12 tie. After the steak barbecue, the usual business was dispensed with and special prizes were awarded.

At an earlier meeting (July), the chapter voted to rescind the 40 per cent assessment for market research and development. Members claimed that the assessment was holding back expansion of membership and that it benefited wholesale growers more than retailers.

Sue Mell, Sec'y.

#### REDWOOD EMPIRE CHAPTER

The September 12 business meeting of the Redwood Empire Chapter of the California Association of Nurserymen was held at the Green Mill, Cotati. Vice-president William Stage, Capel-Klang & Co., San Francisco, presided.

Hugh Wallace, West End Nursery, San Rafael, reported that the barbecue held at Vichey Springs park, Napa, was a success socially but not financially. Only 51 persons attended.

Docia Prickett reported for the advisory group for the horticulture department of the City College of San Francisco. The group, composed of florists, landscape contractors, landscape architects and nurserymen, discussed ways to attract young people to the ornamental horticulture field at a recent meeting. With this in mind, a number of posters were produced to be displayed in retail nurseries; several of them were distributed to members.

Itsuo Uenaka, Cupertino Nurs-

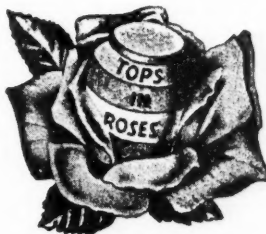
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ery, Cupertino, gave a talk which he had presented earlier in the year at a nurserymen's short course, in which he covered points of clerk training, merchandising and salesmanship. He told of the methods used by his firm and mentioned some additional plans that he may adopt. Types of advertising and planning for sales were discussed. Questions were answered after the meeting.

Hugh L. Wallace, Sec'y.

**CENTRAL CHAPTER**

The Central chapter of the California Association of Nurserymen held its first meeting of the fall at the Zombie Village, Oakland, Calif., where everyone enjoyed a chicken dinner in a tropical atmosphere.

William Mulholland, McDonnell Nursery, Oakland, president of the chapter, introduced as other new officers Vice-president Leo Dupulich, Encinal Nursery, Alameda, and Secretary Leo Silva, who replaced Larry C. Basker, California Pest Control, secretary for the past nine years.

Jack McDonnell, McDonnell Nursery, the guest speaker, talked on "Bulbs." These give spring color to plantings that can be obtained in no other way, and their sale takes up some of the slack in the nurserymen's slow season. Tie-in sales can be made of bone meal and other bulb food, bulb dusts, bulb planters and seeds and annuals for ground covering. Use should be made of the promotional material that is available, and good displays should be set up, he added. The speaker also described many varieties of bulbs.

Mr. Mulholland closed the meeting by commenting that the year

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5 to 6 ft., No. 1 .....	\$3.25
5 to 6 ft., No. 2 .....	2.75

1962 will be a good one for the nurserymen who put extra effort into salesmanship. L.T.R.

#### ORANGE COUNTY CHAPTER

The September meeting of the Orange County chapter of the California Association of Nurserymen was held in connection with a catered picnic at Santiago park, in Santa Ana.

A \$10 prize may be won at each month's meeting, provided the lucky person is present; if he is not, the sum accumulates until a winner actually receives it. William Luebbert, El Camino Nursery, San Clemente, being absent, failed to collect \$20 at the September meeting. The October prize thus went up to \$30.

A softball game, Nurserymen vs. Suppliers, turned out to be an exciting contest. Erwin Eisenbraun, Orange Nursery, Orange, proved he still had a keen eye, as he knocked the ball out of the park.

"Andy" Andersen, Andersen's Wholesale Nursery, Artesia, vice-president of the chapter, recently returned from a 9-week vacation, with his family.

James A. Tringham, Sec'y.

#### CALIFORNIA NOTES

[Continued on page 92]

Assistant secretary of agriculture James Ralph, a former director of the California state department of agriculture, has been asked by Governor Brown of California for additional help in controlling pear decline disease. The governor said that about 205 acres of pears have been hit by the virus and that the disease is spreading in California as it has in Oregon and Washington,

## CUT CHRISTMAS TREES PREMIUM SCOTCH PINE

- Pruned for 5 years
- Excellent color
- Plantation-grown

Truck or carloads.

Shipping for 10 years to Ohio and Michigan nurserymen.

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OREGON BULB FARMS  
P. O. Box 512  
GRESHAM, OREGON

Lilies  
Exclusively

Descriptive Catalog—Color Folder

#### ● CAMELLIAS

#### ● AZALEAS

#### ● CONIFERS

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Write for Wholesale Price List

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Phone: YUkon 2-3636

### DOERFLER SPECIALTIES

SHEARED

## BOXWOOD

Many nurserymen tell us we have the best

SHEARED

## GLOBE AND PYRAMID BUXUS SEMPERVIRENS

in the United States.

Also Dwarf Suffruticosa and general nursery stock, including large shade and flowering trees.

We have shipped in carlots to many parts of the United States for years.

F. A. DOERFLER & SON, INC.  
250 Lancaster Dr., N. E.  
Salem, Ore.

### Pronouncing Dictionary

of Plant Names and Botanical Terms

64 pages, 3000 names, 25¢ per copy

AMERICAN NURSERYMAN  
343 S. Dearborn St. Chicago 4, Ill.



# CLASSIFIED ADS

Rate: 40 cents per line, each insertion.

Minimum order, \$4.00.

Instructions for the November 1 issue must be received by Friday October 13

Forms for November 15 issue will close Friday, October 27

## ARAUCARIAS

### NORFOLK ISLAND PINES

Our strain of the Norfolk Island Pine, *Araucaria excelsa lilliani*, is fast growing, symmetrical in habit and sure to form tiers. Pot them up now for a lovely miniature Christmas pot item. For a limited time we are offering trees 5 ins. tall, with 6 to 8 branches, at

100 to 500 trees, \$25.00 per 100.

500 trees and over, \$22.50 per 100.

Minimum order 100 trees. Trees shipped bare-root, parcel post, special handling, prepaid. Moss packed and plastic wrapped.

FLORIDA EVERGREEN NURSERIES  
U. S. No. 1, Box 100 Alandale, Fla.

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U.S. patent No. 1699.

### POTTED PLANTS FOR FORCING

4-in. clay pots, packed 16's ..... \$0.85 each  
5-in. plastic pots, packed 12's ..... 1.15 each  
5-in. clay pots, packed 9's ..... 1.50 each  
6-in. clay pots, packed 6's ..... 2.50 each  
Prices are F.O.B. Secane and include patent label for each plant purchased.  
VOSTERS NURSERIES & GHSES., INC.  
Secane, Pa.

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HINO-CRIMSON, SNOW, CORAL BELLS, FIELDS WHITE, GEO. TABER, MRS. G. G. GERBING AND MANY OTHER evergreen varieties, well budded, for forcing and landscape planting. Order early, we will hold in plastic greenhouse at no extra cost. A list and prices await your request.

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Pink Hill, N. C.

### HINO-CRIMSON, GLENN DALES, ETC.

Thousands of beautiful Hino-Crimson and other evergreen Azaleas, including newer varieties. Dense, bushy, well-budded for landscape planting and forcing. Book your order now, to be sure of getting yours for the coming season. Landscape sizes.

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Exmore, Virginia.

### AZALEAS, ALL COLORS, ALL KINDS.

Seed, seedlings, rooted cuttings, transplants in flats and peat pots. Evergreen and deciduous species and hybrids. New fall-spring list on request.

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### RED-LEAVED BARBERRY

2-yr. seedlings, 3 branches up, 18 to 24 ins., \$15.00 per 100, \$100.00 per 1000; 2-yr. seedlings, 2 branches up, 12 to 18 ins., \$9.00 per 100, \$70.00 per 1000; 2-yr. seedlings, 1 branch up, 9 to 12 ins., \$7.00 per 100, \$40.00 per 1000; 2-yr. seedlings, 1 branch up, 6 to 7 ins., \$5.00 per 100, \$30.00 per 1000. Write for list.

BROUWER'S NURSERIES  
24 Lester St. New London, Conn.

### RED-LEAVED BARBERRIES

(*Berberis atropurpurea*.)

3-yr. trimmed seedlings, light.

9 to 12 ins., \$50.00 per 1000.

Cash with order.

### CENTER ROAD NURSERY

Alex Heinz  
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## BERRY PLANTS

### RED RASPBERRIES AND

AMBER YELLOW RASPBERRIES  
Earlired (very early); Latham, Muskoka, Canby, Thames and New Hampshire (mid-season); Durham and September Everbearing. Above varieties, up to 3/16-in., \$65.00 per 1000; large size, \$75.00 per 1000. Amber Yellow Raspberries, large only, \$75.00 per 1000.

Above sent F.O.B. shipping point.

Pack-out prices on request.  
Write for free catalog and wholesale price list, describing 70 varieties of small fruit plants, latest and best in Strawberry plants.

WALTER K. MORSS & SON

Bradford, Mass.

## RASPBERRY PLANTS

Cumberland, black, tips ..... \$40.00 per 1000  
New Logan, black, tips ..... 40.00 per 1000  
Bristol, black, tips ..... 40.00 per 1000  
Latham, red, suckers, 3/16 ..... 40.00 per 1000  
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C. H. BENEDICT,  
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### FOR FALL AND SPRING

Write for our wholesale price list.

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### OLD ENGLISH BOXWOOD

Nice bushy plants.

4 to 6 ins. ..... \$30.00 Per 1000  
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English Boxwood, strong, branched transplants, 4-in., 10c each. Alanwold Nursery, Box 98, Neshaminy P. O., Pa.

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### CLEMATIS VINES

Large flowering, hardy vine.

Fall and spring shipment.

All No. 1 quality. Various size plants

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### QUALITY SERVICE PRICE.

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### CLEMATIS MONTANA RUBENS

(Pink Anemone Clematis)

A strong, vigorous, hardy variety thriving under most adverse conditions. Blooms profusely around Memorial day.

1-yr., staked, \$75.00 per 100.

Stake-grown, heavy, 2-yr., B.R.,

\$100.00 per 100.

Stake-grown, heavy, 3-yr. field-grown,

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### CLEMATIS VINES

### QUALITY LARGE-FLOWERING HYBRIDS

### 20 OUTSTANDING VARIETIES

### AVAILABLE

### FOR FALL AND SPRING SHIPMENTS

### FROM 4-IN., 3-IN., 2½-IN. POTS

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### STERILIZED PRODUCTION

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### COTONEASTER PRAECOX

One of the hardiest Cotoneasters with large berries like Cranberries which color until very late fall.

2-yr., T., 6 to 12 ins., \$50.00 per 100,

\$450.00 per 1000.

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### DELPHINIUMS

Pacific Hybrids, Belladonna, Bellamosum, Blackmore & Langdon, all colors. Plants grown in open field in rows properly spaced for root development under irrigation. All sand-grown. Order now for early fall shipment and reserve for early spring 1962 delivery. New wholesale list available.

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Plainwell, Mich.

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### PINK DOGWOOD

(*Cornus florida rubra*.)

	Each	per 100
1-yr., 6 to 12 ins. ....	\$0.40	\$0.35
1-yr., 12 to 18 ins. ....	.50	.45
1-yr., 18 to 24 ins. ....	.60	.55
1-yr., 24 to 30 ins. ....	.75	.70
1-yr., 30 to 36 ins. ....	1.00	.90
2-yr., 3 to 4 ft. ....	1.50	1.40
2-yr., 4 to 5 ft. ....	2.50	2.25
2-yr., 5 to 6 ft. ....	3.00	2.75

### WHITE-FLOWERING DOGWOOD

(*Cornus florida*) 2-yr.

4 to 5 ft., br. ....	1.25	1.00
3 to 4 ft., br. ....	.90	.60
2 to 3 ft., br. ....	.50	.40
18 to 24 ins., br. ....	.25	.20
12 to 18 ins., br. ....	.10	.08

GALE'S DOGWOOD NURSERY  
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### SPECIMEN LANDSCAPE MATERIAL

*Cornus florida*, for street planting

1½ to 3½-in. cal., 8 to 12 ft. branching

at 5 and 6 ft. above ground.

6 to 8 ft., heavy, 1¼ to 1½-in. cal. ....	\$3.00
8 to 10 ft., extra heavy, 2-in. cal. ....	5.00
10 to 12 ft., extra heavy, 2 to 3-in. ....	10.00

*Cornus florida rubra*

6 to 8 ft., heavy, 1¼ to 1½-in. cal. ....	6.00
8 to 10 ft., extra heavy, 2-in. cal. ....	8.00
10 to 12 ft., extra heavy, 2 to 3-in. cal. ....	15.00

B&B extra. Inspection invited.

VOYTESHARK FARM NURSERIES  
Cor. of Naugatuck Ave. and W. Rutland Rd.  
Phone TR 4-3498 Milford, Conn.

## EPIMEDIUMS

### EPIMEDIUMS

*Epimedium niveum* (white)

*Epimedium rubrum* (red)

Grows either in sun or shade and makes an ideal ground cover. Good for planting under Rhododendrons and other evergreen shrubs. Has stiff leathery leaf. Immune to disease and insects.

1-yr., \$45.00 per 100, \$400.00 per 1000.

WHERE QUALITY EXCELS. No charge for packing.

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### EUONYMUS LINERS

ROOTED CUTTINGS from open frames.

	Per 100	Per 1000
E. fortunei coloratus .....	\$6.50	\$45.00
E. fortunei minimus .....	8.00	60.00
E. fortunei Sarcocoe .....	8.00	60.00
E. patens, small leaf .....	6.50	45.00

FOX NURSERY, HUMANSVILLE, MO.

## EVERGREENS, Liners

### FIELD-GROWN LINERS

	Heavy rooted.	100	1000
Greek Juniper, 6 to 8 ins. ....	\$0.12	\$0.10	
Greek Juniper, 8 to 12 ins. ....	.15	.13	
Greek Juniper, 2-yr., each. ....	.20	..	
Hetz Juniper, 6 to 8 ins. ....	.14	.12	
Hetz Juniper, 8 to 12 ins. ....	.17	.15	
Hetz Juniper, 2-yr., each. ....	.20	..	
Pfitzer Juniper, 4 to 6 ins. ....	.11	.09	
Pfitzer Juniper, 6 to 8 ins. ....	.14	.12	
Andorra Juniper, 6 to 12 ins. ....	.12	.10	
Savin Juniper, 6 to 12 ins. ....	.12	.10	
Von Ehron Juniper, 6 to 12 ins. ....	.12	.10	

Write for prices on B&B stock.

### GRANT'S NURSERY

Route 2 Caledonia, Miss.  
Phone EL 6-5444

### MIAMI NURSERY PRICE LIST

### 2-YR. POTTED STOCK

The finest: Taxus, Arborvitae, Junipers and broad-leaved liners and rooted cuttings. 2-yr., pot-grown stock, 7 to 9 ins., sheared. 20c to 26c each, per 1000 rate.

1-yr.-old, heavy rooted cuttings, 8c to 10c per 1000 rate.

NOTE: Write for price list with full line of potted stock and rooted cuttings. "GET ACQUAINTED" OFFER on 250 2-yr. pot plants or 250 rooted cuttings. Special prices on large quantities. Samples free on request. Call collect TIPP CITY, NO 7-6398

MIAMI NURSERY CO., TIPP CITY, O.

## EVERGREENS.

See our double page ad in this issue.

T. G. OWEN & SON, INC.

Columbus, Miss.

## EVERGREEN LINERS

Per 100 Per 1000

GLOBE ARBORVITAE		
woodward, dark green, 1-yr.		
transplants, 4 to 6 ins.	\$30.00	\$250.00
Hovey's, green, 1-yr. trans-		
plants, 4 to 6 ins.	25.00	200.00
2-yr. trans., 6 to 8 ins.	40.00	300.00
PYRAMIDAL ARBORVITAE		
compacta, green, 1-yr.		
transplants, 5 to 7 ins.	35.00	300.00
JUNIPER, Blue Pfitzer,		
(chinesis hetzel), 1-yr.		
transplants, 5 to 7 ins.	25.00	200.00
JUNIPER, Irish, 1-yr. trans-		
plants, 4 to 6 ins.	30.00	250.00
JUNIPER, Andorra, 1-yr.		
transplants, 4 to 6 ins.	30.00	250.00
JAP. YEW, grown from seed,		
Taxus cuspidata capitata,		
upright, pyramidal, 3-yr.		
transp. (2-1), 4 to 8 ins.	30.00	200.00
JAP. YEW, transplanted rooted		
cuttings.		
Taxus cuspidata, spreading,		
1-yr. transp., 5 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	35.00	250.00
Taxus hicksii, upright,		
1-yr. transp., 5 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	25.00	200.00
Taxus brownii, upright,		
1-yr. transp., 4 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	40.00	300.00
Taxus hunnewelliana, semi-		
upright,		
1-yr. transp., 4 to 6 ins.	25.00	175.00
Taxus intermedia, spreading,		
1-yr. transp., 4 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	35.00	250.00
JAPANESE HOLLY (Ilex),		
retundifolia, transplants,		
6 to 10 ins.	35.00	300.00
convexa, transplants,		
6 to 10 ins.	35.00	300.00
crenata hetzel, transplants,		
6 to 10 ins.	35.00	300.00
AMERICAN HOLLY, rooted cuttings,		
ratio 1 male to 9 female		
Ilex opaca pyramidalis, 1-yr.		
transp., 6 to 12 ins.	50.00	400.00
DELIA BRADLEY, 1-yr. transp.,		
8 to 12 ins.	50.00	400.00

## MUSSEY FORESTS, INC.

Box 161C Indiana, Pa.

Extra nice liners, 2-yr., 2 1/2-in. pots. Packed in good, strong, wired crates, \$15.00 per 100, \$125.00 per 1000.

Nandinas Pittosporum tobira  
Gardenia fortunei Photinia serrulata  
Wax Ligustrum Pfitzer Juniper  
Euonymus japonica Hetz Juniper  
Buxus sempervirens Aleppo Pines  
Magnolia grandiflora Spiny Greek Juniper  
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Cedrus deodora, 100, \$20.00; 1000, \$175.00.  
Frankston Nursery Co., Box 326, Frankston, Tex.

## BERCKMAN'S GOLDEN ARBORVITAE

Our specialty.

Sturdy liners, dirt-grown in full sun.

	Each, 100	1000
4 to 6 ins.	8c	7 1/2c
6 to 8 ins.	11c	10c
8 to 10 ins.	17c	15c
10 to 12 ins.	22c	20c

Send for price list of other liners.

## THE BUSH RANCH

James W. Lawson, Mgr.  
140 Woodland Dr. Thomasville, Ga.  
Phone Canal 6-4245; Canal 6-1375

## LINING-OUT EVERGREENS

SEE OUR DISPLAY AD

IN THIS ISSUE

ON PAGES 32-33

## CARTWRIGHT NURSERY CO.

Collierville, Tenn.

## KOSTER BLUE SPRUCE

1-yr. grafts, \$1.50.

Cedrus atlantica glauca, 75c.

Cedrus atlantica pendula, \$1.00.

Fall delivery.

Cash with order.

## FOUR STAR NURSERY

8215 238 St., S. W. Edmonds, Wash.

## EVERGREEN LINERS

Special fall prices.

First-class, 3-yr. stock, twice transplanted.

Taxus, cuspidata, hicksii, brownii, wald.

\$35.00 per 100, \$300.00 per 1000.

Cash with order, 5 per cent discount; 1/2 deposit with all orders, balance at shipping time, 300 at 1000 rate.

## NEIDEL'S NURSERY

216 Park Ave. Oil City, Pa.

## TAXUS LINERS

FOR FALL POTTING, 4 to 6 ins.

CUSPIDATA AND HICKSII, \$50.00 per 1000.

ADD 2c EACH LESS THAN 100.

ADD 1c EACH 100 to 1000.

OUR SEASON STARTED SEPTEMBER 15

## THE BUSH RANCH

140 Woodland Dr. Thomasville, Ga.

## TSUGA CANADENSIS, CANADA HEMLOCK

Collected seedlings.

	Per 100	Per 1000
6 to 9 ins.	\$5.00	\$30.00
9 to 12 ins.	8.00	70.00

Send for complete trade list of hardy native Ferns, wildflowers, Evergreens, trees and shrubs.

## ISAAC LANGLEY WILLIAMS

Box AN Exeter, N. H.

## HEMLOCKS, LINING-OUT STOCK

Strong liners that will please you.

	Each, 100	1000
Hemlock, TT, 8 to 10 ins.	25c	22 1/2c
Hemlock, TT, 10 to 12 ins.	35c	32 1/2c
Hemlock, TT, 12 to 15 ins.	45c	42 1/2c

## TWIN CEDAR NURSERY

Williamsburg, Mass.

## RED CEDAR SEEDLINGS

	Per 100	Per 1000
Vigorous 2-yr.-old, absolutely free from blight.		
4 to 6 ins.	\$3.50	\$30.00
6 to 9 ins.	4.50	40.00

2/16 to 3/16-in. cal.

(for understocks) 7.25 67.50

Sorry, we are sold out of larger sizes.

## KANSAS LANDSCAPE &amp; NURSERY CO.

Salina, Kan.

## COLORADO BLUE SPRUCE

4-yr., 6 to 10 ins.

\$25.00 per 1000.

3-yr., 4 to 6 ins.

\$15.00 per 1000.

## BELLAIRE GREENHOUSE

Bellaire, Mich.

## NANDINAS

50,000 2-yr. seedlings, 6 to 10 ins. Nice

strong stock, \$40.00 per 1000. Cash with order.

Ship when you desire.

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## KOSTER AND MOERHEIM BLUE SPRUCE

1-yr. grafts, \$1.50 each.

Cash with order.

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G-4342 Branch Rd. Flint, Mich.

## EVERGREENS, B&amp;B

## EVERGREENS, B&amp;B

Biota aurea nana, 10 to 12 ins.	\$0.60
Biota aurea nana, 15 to 18 ins.	1.00
Biota aurea nana, 21 to 24 ins.	1.70
Juniperus hetzel, 12 to 15 ins.	1.00
Juniperus hetzel, 15 to 18 ins.	1.35
Juniperus stricta, 12 to 15 ins.	1.00
Juniperus stricta, 15 to 18 ins.	1.00
Juniperus stricta, 18 to 24 ins.	1.35
Juniperus stricta, 24 to 30 ins.	1.70
Privet, Calif., 1-yr.	
(25 bd.), 18 to 24 ins.	1.00
Privet, Calif., 2-yr.	
(12 bd.), 24 to 30 ins.	1.00
Thuja globosa, 12 to 15 ins.	1.00
Thuja pyramidalis, 24 to 30 ins.	1.70
Chinese Elm, 5 to 6 ft.	1.00
Chinese Elm, 6 to 8 ft.	1.35
Silver Maple, 5 to 6 ft.	1.00
Weeping Willow, 5 to 6 ft.	1.00

Write for complete price list.

## OAKVIEW NURSERY, INC.

Phone Canal 7-2450, Sewell, N. J.

## SHEARED STOCK, GOOD BALL

Biota aurea nana, 24 to 30 ins.	\$2.00
Biota excelsa, 24 to 30 ins.	1.35
Juniperus glauca hetzel, 18 to 24 ins.	1.70
Juniperus hibernica, 3 to 4 ft.	2.00
Juniperus excelsa stricta, 18 to 24 ins.	1.35
Norway Spruce, 15 to 18 ins.	1.00
Retinospora plumosa, 12 to 15 ins.	.80
Thuja occidentalis, 10 to 12 ins.	.60
Thuja occ. glob. woodwardii, 12 to 15 ins.	1.00
Thuja occ. pyramidalis, 30 to 36 ins.	2.00
Euonymus alatus, 18 to 24 ins.	1.00
Euonymus patens, 24 to 30 ins.	1.35
Euonymus japonica, 12 to 15 ins.	.80
White Pine, 18 to 24 ins.	1.35
Silver Maple, 8 to 10 ft.	2.00

## LARGE SELECTION of sizes

in these and many other varieties.

Write for complete wholesale price list.

## SO. JERSEY COLONIAL NURSERIES, INC.

R. D. 1, Phone YE 5-2356, Salem, N. J.

## SPECIMEN EVERGREENS, B&amp;B

Austrian Pine, 3 1/2 to 4 ft.	\$3.25
Douglas Fir (blue), 30 to 36 ins.	3.50
Colorado Blue Spruce, 3 to 4 ft.	3.75
30 to 36 ins.	3.50
Black Hills Spruce, 3 to 4 ft.	3.50
Canadian Hemlock, 30 to 36 ins.	4.00

Also cut Scotch Pine Christmas trees. All stock well-sheared, good balls. Nursery pick-up. Nursery located 10 miles north of Midway (Bedford interchange) exit of Pa. Turnpike. Phone Fishertown 839-2388. Mail address, New Paris, Pa.

## HEMLOCK HILL NURSERY

Emory Ferree New Paris, Pa.

## WHITE PINE (OPEN)

3 to 4 ft., B&amp;B, \$3.75.

4 to 5 ft., B&amp;B, \$4.75.

## ORONG NURSERY

230 Eden Rd., Ph. LO 9-1961 Lancaster, Pa.

## BEAUTIFUL WELL-SHAPED EVERGREENS

WHITE PINE SCOTCH PINE

RED PINE NORWAY SPRUCE

WHITE-FLOWERING DOGWOOD

Transplanted. Have heavy matted root systems (2 to 10 ft.).

2 to 3 ft. .... \$2.50

3 to 4 ft. .... 3.50

4 to 5 ft. .... \$4.50 and 5.50

5 to 6 ft. .... 5.50 and 6.50

B&amp;B to A. A. N. specifications or as desired.

Special prices on quantity orders. Special quotes on No. 2 plants.

## WADE CHRISTMAS TREE FARMS

Route 1 Bellville, O.

Phone Butler, TU 3-3874, Van R. Wade

## NORWAY SPRUCE

Well-sheared, full, heavy trees. Good color.

Each, 5-30 30-100

2 to 3 ft. .... \$2.25 \$2.10

3 to 4 ft. .... 3.00 2.75

4 to 5 ft. .... 4.00 3.75

5 to 6 ft. .... 5.25 5.00

Row-run and you dig your own, \$1.75 to \$3.00 each.

We have a large quantity.

We invite your inspection.

## PAUL'S NURSERY

R. F. D. 3 Shelby, O.

Phone Shelby 3-2161

## NORWAY AND WHITE SPRUCE

Sheared, excellent color, well-dug.

1 1/2 to 2 ft., B&amp;B. .... \$1.65

2 to 2 1/2 ft., B&amp;B. .... 2.00

2 1/2 to 3 ft., B&amp;B. .... 2.50

3 to 4 ft., B&amp;B. .... 3.00

4 to 5 ft., B&amp;B. .... 3.85

## COLORADO BLUE SPRUCE

2 to 2 1/2 ft., B&amp;B. .... 3.00

2 1/2 to 3 ft., B&amp;B. .... 3.50

3 to 4 ft., B&amp;B. .... 4.50

## W. V. GRIFFIN

8 Elizabeth Ave. East Brunswick, N. J.

N. J. Turnpike exit 9. Phone CL 7-2484

## QUALITY EVERGREENS, B&amp;B

Taxus cuspidata, 1 to 1 1/2 ft. .... \$1.75

Globe Arborvitae, 12 to 15 ins. .... 1.65

Pfitzer Juniper, 1 to 1 1/2 ft. .... 1.65

Andorra Juniper, 1 1/2 to 2 ft. .... 1.65

Hetz Juniper, 1 1/2 to 2 ft. .... 1.65

Spiny Greek Juniper, 1 1/2 to 2 ft. .... 1.65

Savin Juniper, 1 1/2 to 2 ft. .... 1.65

Larger sizes available. Discount on quantity orders.

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Phone Gridley 9-2800 Homer City, Pa.

Pines, lots 100, each Red White Scotch

Sheared, 2 to 3 ft., B&amp;B. .... \$2.50 \$2.50

3 to 4 ft., B&amp;B. .... \$3.25 3.25

4 to 5 ft., B&amp;B. .... 4.00 4.00

5 to 6 ft., B&amp;B. .... 5.50 5.50

6 to 7 ft., B&amp;B. .... 7.00 7.00

7 to 8 ft., B&amp;B. .... 9.00 9.00

Cut trees and boughs, 200 acres of trees.

Phone Athens, Ohio, LY 3-5135, day or night.

Sunnyvale Nursery, Box 85, Athens, O.

## 1000 ENGLISH BOXWOOD

15 to 36 ins., heavily sheared.

Dig yourself or we will dig.

Located near Cape Girardeau, Mo.

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## EVERGREEN SPECIAL

Closing out entire stock.

600 spreading Yews, 2 to 3 1/2 ft.

300 Hemlocks, 3 to 8 ft.

200 American Arborvitae, 6 to 8 ft.

All Evergreens, heavy landscape species, well-sheared. Make me an offer on rows, blocks or all.

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Goshen, Ind.

## NORWAY SPRUCE AND WHITE PINE, B&amp;B

3 1/2 to 4 ft. .... \$2.35

4 to 5 ft. .... 2.65

5 to 6 ft. .... 3.35

6 to 7 ft. .... 4.25

Specimen trees expertly dug.

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1695 Beverly Rd. Fairmont, W. Va.

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Daphne, 9 to 12, \$1.00; 12 to 15, \$1.25, B&amp;B.

Pachistima cambyi (limited supply), 9 to 12, \$1.00; 12 to 15, \$1.25, B&amp;B.

Scotch Heather (vulgaris rubra), 8 to 10, \$1.00, B&amp;B.

Cash, F.O.B. our nursery.

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Andorra Juniper, Pfitzer Juniper, Hetz Juniper, Norway Spruce, White Pine, Canada Hemlock, Mugo Pine, Globe Arborvitae, Ilex, pink and white Dogwood. Thousands of finished trees at prices you can afford to pay. Send for wholesale price list. Deliveries arranged. Phone FR 3-3495.

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TOP-QUALITY EVERGREENS, B&B FOR LANDSCAPING, WELL-SHEARED, FERTILIZED AND GROWN UNDER CLEAN CULTIVATION.

JAPANESE BEETLE CERTIFIED.  
SEND FOR PRICE LIST.

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SCOTCH PINE, CUT OR B&B  
500 plants, 3 to 5½ ft., sheared; must be thinned. Low quote, FO 9-5211.  
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Neshanic Station, N. J.

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3-yr., qt. cans ..... .65

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30 ins., B&B ..... 3.00  
ARBORVITAE COLUMBIA  
4 ft. No shipping. .... 3.00

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**B&B EVERGREENS**

Each, 100  
Hetz Juniper (Pfitzer), 24 to 36 ins. ....\$1.90  
18 to 24 ins. .... 1.60  
Pyramidal Arborvitae, 3 to 4 ft. .... 1.75  
2 ft. .... 1.60

**ROOTED CUTTINGS**

Hicks and cuspidata Yew, pyramidal and globe Arborvitae, 6c.  
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BALSAM FIRS, VARIOUS SIZES.  
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Asplenifolia (Fernleaf Beech)  
Bicolor  
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3-yr. grafts, cutback, \$200.00 per 100.  
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Ostrich, Lady, Clayton and Maldenhair.  
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**FRUIT AND NUT TREES****EAST MALLING ROOT STOCK**

Perfectly rooted and graded.  
2-yr. transplanted for grafting.  
1-yr. layers for budding.

Prices on request.

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Lakeside, Mich.  
PEAR TREES  
Well-rooted and straight.

Kieffer, Garber, Le Conte, Orient, Bartlett, Pineapple, Ayers, Douglas, in 4 to 5 and 6 to 7 ft. only.  
4 to 5 ft., br., 9/16 to 11/16-in. ....\$0.70  
6 to 7 ft., br., 11/16 to 3/4-in. .... .85  
7 to 8 ft., br., 1-in. .... 1.00  
7 to 9 ft., br., 1 to 1 1/4-in. .... 1.35  
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NO. 1 RHUBARB DIVISIONS  
Canada Red and MacDonald Red.  
Fall or spring delivery.  
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Chipman's Canada Red and MacDonald Rhubarb, \$20.00 per 100, \$150.00 per 1000.  
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2 1/4-IN. GERANIUMS, 2 1/4-IN.  
Peat pots: Irene, Dark Red Irene, white Castellane, Madonna, white; Salmon Irene, Springtime, Penny Irene, Better Times, Genie Irene, Radio Red and Appleblossom. Must have six or more weeks on delivery dates. Price, \$100.00 per 1000, picked up at our plant. All shipping orders, \$110.00 per 1000. F.O.B.

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Myrtle (Vinca minor or common Periwinkle), finest Ohio-grown; 20 to 25 lead clumps, \$50.00 per 1000. Quick delivery.  
Pachysandra terminalis, 1-yr. heavy cuttings, \$50.00 per 1000.

English Ivy, 1 to 2-yr. heavy cuttings, good roots, \$50.00 per 1000.  
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Mist propagated outdoors.  
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Hall's Lonicera halliana (Honeysuckle), 3-yr., branched, standard 15 to 20 ins., \$47.50 per 1000; over 4000, \$45.00 per 1000.  
Euonymus radicans, 2-yr., \$50.00 per 1000.

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Phone GI 6-1799

HARDY MYRTLE (VINCA MINOR)  
Plants with 20 leads or more and good roots, \$5.00 per 100, \$40.00 per 1000.

HONEYSUCKLES  
Lonicera japonica halliana, extra heavy No. 1, 3, 4 to 6 leads, \$40.00 per 1000; lighter grade, \$30.00 per 1000; sample, 100, \$4.00.

Experienced labor for grading and packing quantity orders. Immediate shipment.  
One of America's progressive small nurseries. Send want list.

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Cash. F.O.B. our nursery.

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3-in. peat pots, \$18.00 per 100.  
Certified for shipment anywhere.  
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HARDWOOD YEW CUTTINGS  
Unrooted. Hand-trimmed from good stock.  
Taxus cuspidata, spd. Taxus brownii  
Taxus hicksii Taxus intermedia  
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\$20.00 per 1000. F.O.B. Cash in advance.  
Shipped November 15 to January 15. No packing charge.  
JOSEPH HOLLER FLORIST & NURSERY  
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HARDY FIELD-GROWN PERENNIALS  
Ajuga reptans, Anchusa, Aquilegia, separate colors; Arenaria (Sandwort), Astilbe, Campanula, Carnations, Chives, Chrysanthemums, Delphinium Pacific Hybrids, 10 separate colors; Dianthus, Dicentra spectabilis, Digitalis, Doronicum, Gaillardia, Helleborus niger, Iberis sempervirens, English Lavender, Lythrum, Russell Lupines, separate colors; Myosotis, Oriental Poppies, Phlox subulata, 15 varieties; Primrose, Pyrethrums (Daisies), Shasta Daisy Esther Reed, Sedums, 10 varieties; Sweet Williams, Thymes, Tritomas, Violas, Violets.

If you have not received our list, send for it now. 100 more good varieties.

Special prices in 1000 lots.  
26-picture sales color chart, ready to hang, sent with every order of \$10.00 or more.

All plants freshly dug for each order.  
Shipping season began September 15.  
GEORGE FRANK & SON  
Penfield, N. Y.

BLEEDING HEARTS (SPECTABILIS)  
25 100 1000  
2 to 3 eyes .....\$ 5.50 \$19.00 \$170.00  
3 to 5 eyes ..... 9.00 30.00 250.00  
5 to 8 eyes ..... 12.00 40.00 350.00  
For larger quantity, write for special prices.  
BREWER'S CRESCENT NURSERIES  
Crescent, Ia.

**SHASTA DAISY ELSA GILBERT**

Valuable for the garden and as a cut flower. Strong 30-in. stems with extremely large double frilled blooms. Flowers over a long period of time. What makes this variety especially attractive is that it is extremely hardy. This is only one of hundreds of interesting hardy plants in our new price list. Send for it today.

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Kensington, Conn.

**PERENNIALS**

Ready for landscaping size.  
Heavy ONE-YEAR-OLD field-grown plants.  
Over 525 choice HARD TO GET perennials grown exclusively by

SPRINGBROOK GARDENS, INC.,  
Mentor, O.  
Send for free catalog.

**FUNKIAS**

Per 100

Subcordata grandiflora alba, 1 yr. ..\$35.00  
Variegata, 1-yr. .... 18.00  
Thos. Hogg, 1-yr. .... 25.00  
Lanceolata, divided clumps ..... 18.00  
Cash. F.O.B. our nursery.

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870 Madison Ave., Painesville, O.

**HARDY PERENNIALS**

All sand-grown under irrigation, in rows properly spaced for root development. Order now for early fall and early spring, 1962 delivery. New wholesale list available.

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BETTER PERENNIAL PLANTS  
with that wonderful root system.  
Over 500 varieties. Write for catalog and FREE DISPLAY SHEET IN COLOR.

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Write for trade list.  
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America's best source  
for Hardy Plants is  
THE WAYSIDE GARDENS  
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SPECIALISTS IN HARDY PERENNIALS  
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Mentor, O.

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Mountain-grown. Ask for list.  
AVALON MOUNTAIN GARDENS, Dana, N.C.

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ERICA CARNEA WINTER BEAUTY  
(Deep pink winter blooming Heather)  
Blooms constantly outdoors during cold weather, from early December to April. Flowers remain on plants until the weather becomes warm in April. An ideal plant for window boxes and under planting in foundation plantings.  
2-yr., TT, \$50.00 per 100, \$450.00 per 1000.  
WHERE QUALITY EXCELS. No charge for packing.  
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Amur River Privet (amurense), 1-yr. rooted cuttings, \$35.00 per 1000; 2-yr., \$45.00 per 1000.

California Privet (ovatifolium), 1-yr. rooted cuttings, \$45.00 per 1000.

Rosa multiflora japonica, for hedge or live fence; 2-yr., \$35.00 per 1000; 3-yr., 4 ft. high, cut back, \$45.00 per 1000.

Euonymus patens, 2-yr., \$45.00 per 1000.

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**HELLEBORUS****HELLEBORUS NIGER**

(Christmas Rose)

1-yr. sdgs., \$15.00 per 100, \$125.00 per 1000.  
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\*Suitable for mail order trade and to pot up for roadside stand sales.

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**HEMEROCALLIS****HEMEROCALLIS**

300 varieties. The best of new and old. Heavy quality stock at bargain prices. Mixed stock as low as 3c each.  
RIEGL PLANT CO., EXPERIMENT, GA.



## PINK DAY LILIES

Hemerocallis Rosalind (fulva rosea),  
\$15.00 per 100.  
Fine, sturdy, freshly dug plants.

PARRY NURSERIES  
Signal Mountain, Tenn.

HEMEROCALLIS  
Send for wholesale list.  
MIDDLEPEN PLANTATION  
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## AMERICAN HOLLY

(Ilex opaca)  
Named varieties, northern origin, specimen  
plants, 3 to 8 ft., some larger; Betsy, Cape  
Cod, dwarf; Cardinal, Christmas Carol, Clark,  
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males. Plants well-filled, free of leaf spot,  
excellent color, mostly well-berried.  
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Fall clearance.  
From 2½ and 3-in. pots, 2 yrs. old.  
Selected, heavy fruited variety,  
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Ilex aquifolium (Fishers Best) \$35.00 per 100  
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WILMAT HOLLIES, GLADWYNE, PA.

ILEX OPACA  
CUTTING WOOD

20 named varieties. Very hardy.  
Also male and female, unnamed.  
WRITE FOR PRICES  
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R. D. 3 Wexford, Pa.

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Green male, female and variegated.  
2½-in. pots, 8 ins. tall, 30c; 10 ins. tall,  
35c; 12 ins. tall, 40c; 4-in., well-branched,  
75c. 4-in. pots. Osmanthus ilicifolius variegatus,  
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Ready now. Cash with order, please.  
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HARDY PROVEN VARIETIES  
WHOLESALE SUPPLIERS  
OF LINING-OUT STOCK  
Write for our price list.  
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ILEX OPACA OLD HEAVY BERRY  
Excellent, strong unrooted cuttings  
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\$50.00 per 1000.  
Packing free for CASH WITH ORDER.  
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HONEYSUCKLES  
Loniceria Japonica halliana, extra-heavy  
No. 1, 3 and 4-yr., 18 to 24-in. field plants.  
3, 4 to 6 leads, \$40.00 per 1000; lighter  
grade, \$30.00 per 1000; sample, 100, \$4.00.  
Experienced labor for grading and packing  
quantity orders. Immediate shipment. No  
order too large. Phone OR 2-4612.  
ROBINSON NURSERY CO., Greenville, Ga.

Hall's Honeysuckle, let us supply your  
needs. Strong, well-developed plants \$5.00  
per 100, \$40.00 per 1000. Orders carefully  
and promptly filled.  
Tidwell Nurseries, Greenville, Ga.

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For ground cover, terraces, walls and  
planters.  
Hedera helix, extra strong plants with  
started runners, \$6.00 per 100, \$55.00 per 1000.  
Hedera helix Manda's Crested, \$7.00 per 100,  
\$65.00 per 1000.  
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per 1000.  
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100, \$65.00 per 1000.

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IVIES Per 100 Per 1000  
Wilson's \$12.00 \$100.00  
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Write for our complete descriptive list of  
new and unusual quality plant selections.

THE JOSEPH F. MARTIN CO.  
Painesville, O.

## HARDY BALTIC IVY

2½-in. pots  
\$14.00 per 100, \$125.00 per 1000.  
Rooted cuttings, \$7.00 per 100.  
Cash with order, 5 per cent discount; ¼  
deposit with all orders, balance at shipping  
time. 300 at 1000 rate.

NEIDEL'S NURSERY  
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## ENGLISH IVY

2½-in. pots, 15-in. runners,  
\$10.00 per 100,  
\$90.00 per 1000.  
SUNNYBROOK FARMS NURSERY  
2825 Mayfield Rd.  
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## ENGLISH IVY

Top quality, out of 2-in. pots, \$9.00 per  
100, \$70.00 per 1000, 250 or more at 1000  
rate. Cash with order, no packing charges.  
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Phone Northfield 5-7588

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Thorndale, sub-zero strain, landscaping  
size, 2-in. pots, \$14.00 per 100, \$125.00 per  
1000; rooted cuttings, \$7.50 per 100. New  
Wilson strain, pots, 15c; rooted cuttings, 8½c.  
STRATFORD GARDENS  
Russell Breece, R. 9 Delaware, O.

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FORESTRY'S LAWN SEED MIXTURES  
13 different lawn seed mixes to cover all  
types of planting, available for fall delivery.  
Write for free list.

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## LINING-OUT STOCK

ALL plants bare-root. Average Evergreens,  
6 to 8 ins. Shrubs, etc., 8 to 10 ins. or better.  
EVERGREENS

Andorra Juniper .....\$0.05  
Armstrong Pfitzer Juniper .....08  
Blue Hatz Juniper .....05  
Burk Juniper, upright tree .....10  
Compact Pfitzer Juniper .....08  
Gold Tip Am. Arborvitae (lutea) .....12  
Hill's Dk. Green Am. Arborvitae .....12  
Hicks Yew .....10  
Hillbush Juniper (virginialis) .....10  
Pfitzer Juniper .....07  
Procumbens Juniper .....10  
Rosefield's Montana Green (scopulorum) .....30  
Rosefield's Mongoolow (scopulorum) .....30  
Savin Juniper .....10  
Taxus cuspidata .....10  
Thomas Blue Creeper .....10  
Von Ehron Juniper .....06

## DECIDUOUS

Althaea Lucy, red .....07  
Forsythia Arnold's Brilliant .....06  
Forsythia Arnold's Dwarf .....06  
Forsythia Arnold's Giant (semi-dwarf) .....04  
Forsythia Beatrix Farrand .....04  
Forsythia Lynwood Gold .....04  
Forsythia Spring Glory .....04  
Blue Spiraea (Caryopteris) .....05  
Cornus Gold Twig .....07  
Deutzias, gracilis and gr. rosea .....07  
Euonymus alatus compactus .....10  
Hydrangeas, A.G. .....10  
Hypericums, Hideco or Kalmianum .....05  
Honeysuckle, Zebel, Bush .....04  
Honeysuckle, heckrotti, evbl. vine .....05  
Honeysuckle, Clavey's Dwarf .....07  
Privet, Golden Vicary, all yellow .....05  
Privet, Lodense or Kalmianum .....04  
Prunus cistena, 1-yr., field tr., own-root .....20  
Ribes alpinum .....08  
Spiraea Anthony Waterer .....10  
Spiraea macrothyrsa, evbl. pink plumes .....05  
Viburnum op. ster. (Snowball) .....10  
Viburnum trilobum (Am. Cranberry Bush) .....08  
Viburnum tomentosum .....10  
Weigela vaniceki .....07  
Weigela, variegated leaf .....07  
Willow, Giant French Pussy .....08  
Willow, Golden Niobe Weep., cut back .....07  
Willows, Blue Leaf Arctic and  
Purple Leaf .....06

## BROADLEAFS

Euonymus coloratus .....04  
Euonymus patens Flagpole, small leaf .....04  
Euonymus patens Newport, medium leaf .....04  
Euonymus patens Owen, small leaf .....04  
Euonymus patens (radicans erectus),  
small leaf .....04  
Euonymus patens Jewell, new dwarf, extra  
small leaf .....06  
Euonymus radicans upright (Sarcocoe) .....04  
Euonymus radicans vegetus .....07  
Honeysuckle (vine), Texas  
(Purple Leaf) .....04  
Honeysuckle (vine), Gold Net .....06  
Pyracantha Kasan, heavy berried,  
hardier lalandi .....05  
Pyracantha lalandi .....05  
Pyracantha pauciflora, small shiny leaf .....05

## PERENNIALS

Phlox Scarlet Flame, newest and  
brightest .....04  
Less than 300 total order, 2c more per  
plant. Less than 50 of any variety, 4c more  
per plant.

McINICH GREENHOUSES  
St. Joseph, Mo.

CALIFORNIA'S FINEST  
2½-IN. LINING-OUT STOCK

	Per 100
Abelia grandiflora	\$16.00
Acanthus mollis	16.00
Agapanthus africanus	16.00
Albizzia julibrissin	16.00
Aralia sieboldi	15.00
Asparagus plumosus	18.00
Bignonia violacea	18.00
Bougainvillea Barbara Karst	18.00
Bougainvillea Temple Fire	18.00
Callistemon lanceolatus	17.00
Callistemon viminalis	15.00
Ceratonia siliqua	18.00
Cocculus laurifolius	18.00
Dracaena indivisa	16.00
Euonymus Silver King	16.00
Ficus nitida	18.00
Fraxinus uhdel	18.00
Gardenia veitchii	15.00
Grevillea robusta	15.00
Hibiscus Agnes Gault	16.00
Hibiscus Brilliant	16.00
Hibiscus Kona	16.00
Jasminum magnificum	16.00
Juniperus chin. pfitzeriana	16.00
Lagerstroemia indica rosea	18.00
Lantana Christine	14.00
Libocedrus decurrens	16.00
Liquidambar styraciflua	15.00
Magnolia grandiflora	16.00
Mysine africana	16.00
Myrtus communis compacta	16.00
Passiflora pfordtii	18.00
Philodendron selloum	18.00
Phormium tenax	15.00
Pinus canariensis	16.00
Pinus pinea	16.00
Pinus radiata	16.00
Pinus thunbergii	16.00
Pittosporum tobira variegata	16.00
Pittosporum undulatum	15.00
Podocarpus macrophylla	15.00
Punica granatum nana	15.00
Quercus ilex	18.00
Schinus molle	15.00
Schinus terebinthifolia	15.00
Ulmus sempervirens	20.00

2½-IN. ROSE POTS  
Bauhnia purpurea .....\$18.00  
Caryota mitis (Fish-tail Palm) .....25.00  
Cedrus deodara .....20.00  
Chamaerops excelsa .....25.00  
Cycas revoluta .....65.00  
Dracaena draco .....18.00  
Ficus benjamina .....20.00  
Livistona chinensis .....25.00  
Pavotris wrightii Palm .....50.00  
Phoenix canariensis .....20.00  
Seafortia elegans .....25.00  
Strelitzia reginae .....25.00  
Washingtonia robusta .....18.00

FREE PACKING  
WRITE FOR OUR PRICE LIST  
OLLE OLSSON NURSERY, INC.  
2154 Peck Rd. Monrovia, Calif.

LINING-OUT STOCK  
Each

1300 Arborvitae, pyramidal	\$0.35
2-yr. X	
2500 Pfitzer Juniper	.35
2-yr. X	
900 Pfitzer Juniper	.45
3-yr. X	
1700 Hatz Juniper	.45
2-yr. X	
900 Andorra Juniper	.35
2-yr. X	
600 Keteleer Juniper (own-root)	.45
2-yr. X	
500 Burk Juniper (own-root)	.55
3-yr. X	
2500 Norway Spruce	.35
5-yr. X	
600 Norway Spruce	.40
6-yr. X	
700 Colorado Spruce	.35
5-yr. X	
3400 Hunnewell Yew	.35
3-yr. X	
1200 Hunnewell Yew	.45
4-yr. X	
2500 Spreading Yew	.35
3-yr. X	
1800 Hicks Yew	.40
3-yr. X	
700 Brown Yew	.50
4-yr. X	
1500 Brown Yew	.40
3-yr. X	
400 Euonymus erectus	.56
4-yr. XX	
1000 Assorted Day Lilies (named)	.25
2000 Peony Felix Crousse	.25

Will consider exchange for finished stock.  
Send for our want list. While you're at it,  
send for our complete wholesale list of liners  
and finished stock. Better yet, stop at our  
grounds to inspect some of the finest quality  
liners and finished stock. We are located 12  
miles S.W. of Kewanee on Route 17 in Stark  
County.

THE HOME NURSERY  
C. S. Ingels & Sons  
Lafayette, Ill.  
Phone 12R2

Will custom propagate for you, your cuttings  
in our modern greenhouse. Cost 2c  
each.  
A. Ondersma & Sons Nursery, 1310 28th  
St. S. E., Grand Rapids, Mich.

## LINING-OUT STOCK—Continued

HEAVY QUALITY LINERS 250 at the 1000 rate.		
	Each,	Each,
	per 100	per 1000
<b>ILEX</b> bullata, 3-yr.		
6 to 8 ins.	\$0.35	\$0.30
8 to 12 ins.	.45	.40
<b>I. crenata</b> , upright, select 3-yr. cuttings (grown from select plants)		
6 to 8 ins.	.35	.30
8 to 12 ins.	.45	.40
<b>Ilex glabra</b>		
6 to 8 ins.	.40	.35
8 to 12 ins.	.75	.65
<b>PIERIS japonica</b> , 3-yr., heavy		
6 to 8 ins.	.70	.60
8 to 12 ins.	.85	.75
<b>PIERIS japonica compacta</b>		
6 to 8 ins.	.70	.60
8 to 10 ins.	.85	.75
<b>TAXUS baccata repandens</b> , 3-yr., TT		
6 to 8 ins.	.55	.50
8 to 10 ins.	.70	.60
<b>T. cusp. capitata</b> , 4-yr., field-grown, TTT (from cuttings)		
8 to 12 ins.	.35	.30
12 to 18 ins.	.50	.40
18 to 24 ins.	.60	.50
<b>T. hicksi</b> , 4-yr., heavy plants, sheared, TTT		
6 to 8 ins.	.35	.30
8 to 12 ins.	.50	.40
12 to 18 ins.	.60	.50
<b>1-YR. BEDDED STOCK</b> (Grown from heavy cuttings.)		
<b>TAXUS capitata</b>	\$0.20	\$0.17½
<b>TAXUS cuspidata</b>	.17½	.16
<b>TAXUS columnaris</b>	.22½	.20
<b>TAXUS repandens</b>	.22½	.20
<b>TAXUS hicksi</b>	.17½	.16
<b>TAXUS hatfieldi</b>	.17½	.16
<b>CHAMAECYPARIS</b>		
<b>obtusula cripplii</b>	.20	.17½
<b>CHAMAECYPARIS</b>		
<b>plisifera aurea</b>	.17½	.16
<b>CHAMAECYPARIS plumosa</b>	.17½	.16
<b>CHAMAECYPARIS</b>		
<b>plumosa aurea</b>	.17½	.16
<b>CHAMAECYPARIS</b>		
<b>filifera aurea</b>	.20	.17½
<b>CHAMAECYPARIS squarrosa</b>	.17½	.16
<b>CHAMAECYPARIS</b>		
<b>cyano viridis</b>	.20	.17½
<b>JUNIPERUS hetzi</b>	.17½	.16
<b>JUNIPERUS stricta</b>	.17½	.16
<b>JUNIPERUS depressa plumosa</b>	.17½	.16
<b>THUJA occidentalis comp.</b>	.17½	.16
<b>THUJA nigra</b>	.20	.17½
<b>THUJA plicata</b>	.20	.17½
<b>BULK'S NURSERIES, INC.</b> 610 W. Montauk Babylon, L. I., N. Y.		

<b>HEAVY 3-YR. TRANSPLANTED SHEARED LINERS</b>		
	Each,	Each,
	per 100	per 1000
<b>Azalea mollis</b> , 6 to 8 ins.	\$20.00	\$20.00
<b>Taxus andersoni</b> , 8 to 10 ins.	30.00	30.00
<b>Taxus cuspidata</b> , 8 to 10 ins.	25.00	25.00
<b>Taxus cuspidata</b> , 10 to 12 ins.	27.00	27.00
<b>Taxus hicksi</b> , 10 to 12 ins.	30.00	30.00

<b>2-YR. TRANSPLANTED, OPEN FIELD BEDS</b>		
	Each,	Each,
	per 100	per 1000
<b>Buxus sempervirens</b> , 6 to 8 ins.	18.00	18.00
<b>Ilex conv. hetzi</b> , 4 to 6 ins.	18.00	18.00
<b>Ilex conv. hetzi</b> , 6 to 8 ins.	22.00	22.00
<b>Juniper. Andorra</b> , 6 to 8 ins.	20.00	20.00
<b>Juniperus gl. hetzi</b> , 8 to 10 ins.	20.00	20.00
<b>Juniperus sabina</b> , 8 to 10 ins.	20.00	20.00
<b>Juniper. Von Ehrh.</b> , 8 to 10 ins.	20.00	20.00
<b>Taxus andersoni</b> , 8 to 10 ins.	25.00	25.00
<b>Taxus cuspidata</b> , 6 to 8 ins.	18.00	18.00
<b>Taxus cuspidata</b> , 8 to 10 ins.	22.00	22.00
<b>Taxus hicksi</b> , 6 to 8 ins.	18.00	18.00
<b>Taxus hicksi</b> , 8 to 10 ins.	22.00	22.00
<b>Taxus hunnewelliana</b> , 6 to 8 ins.	20.00	20.00
<b>Taxus hunnewelliana</b> , 8 to 10 ins.	25.00	25.00
<b>Taxus hatfieldi</b> , 6 to 8 ins.	20.00	20.00
<b>Taxus browni</b> , 6 to 8 ins.	20.00	20.00
<b>Taxus intermedia</b> , 6 to 8 ins.	20.00	20.00
<b>Taxus cusp. capitata</b> , 6 to 8 ins.	25.00	25.00
<b>Taxus cusp. capitata</b> , 8 to 10 ins.	30.00	30.00
<b>Thuja boothii (globe)</b> , 8 to 10 ins.	25.00	25.00
<b>Thuja hoveyi (globe)</b> , 8 to 10 ins.	25.00	25.00
<b>Thuja nigra (Am. dark green)</b> , 8 to 10 ins.	27.50	27.50
<b>Thuja pyramidalis</b> , 8 to 10 ins.	27.50	27.50
<b>Thuja woodwardii (globe)</b> , 8 ins.	25.00	25.00

<b>ROOTED CUTTINGS, OUTSIDE, READY NOW</b>		
	Each,	Each,
	per 100	per 1000
<b>Taxus cuspidata</b> , 7 to 8 ins.	7.00	7.00
<b>Taxus hicksi</b> , 7 to 8 ins.	8.00	8.00
<b>Thuja pyramidalis</b> , 7 to 8 ins.	9.00	9.00

<b>LINCOLN NURSERIES</b> Grand Rapids 4, Mich.		
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<b>LINING-OUT EVERGREENS</b>		
	Each,	Each,
	per 100	per 1000
<b>Taxus capitata</b> , 4-yr., s. tr.	\$30.00	\$30.00
<b>2-YR. TRANSPLANTS</b>		
<b>Taxus cuspidata</b>	\$25.00	\$25.00
<b>T. andersoni</b>	25.00	25.00
<b>T. wardi</b>	25.00	25.00
<b>T. hicksi</b>	25.00	25.00
<b>Juniperus fastigiata</b>	20.00	20.00
<b>J. glauca hetzi</b> , heavy	25.00	25.00

<b>1-YR. IN JIFFY POTS</b>		
	Each,	Each,
	per 100	per 1000
<b>Taxus browni</b>	18.00	18.00
<b>T. hicksi</b>	18.00	18.00
<b>T. andersoni</b>	18.00	18.00
<b>T. wardi</b>	18.00	18.00
<b>T. cuspidata</b>	18.00	18.00
<b>T. hatfieldi</b>	18.00	18.00
<b>Juniper. Andorra</b>	18.00	18.00
<b>Juniperus glauca hetzi</b>	18.00	18.00

<b>SINGER GARDENS</b> Stamping Ground, Ky.		
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## LINING-OUT STOCK

	Each,	Each,
	per 100	per 1000
<b>Silver Maple</b> , improved, 5 to 6 ft.	\$1.00	\$1.00
6 to 7 ft.	1.25	1.25
7 to 8 ft.	1.50	1.50
<b>Pyramidal Silver Maple</b> , 5 to 6 ft.	1.00	1.00
6 to 7 ft.	1.25	1.25
7 to 8 ft.	1.50	1.50
<b>Beebe Cutleaf Silver Maple</b> , 5 to 6 ft.	1.00	1.00
6 to 7 ft.	1.25	1.25
<b>Winter King and LaValle Hawthorns</b> , whips, 5 to 6 ft.	1.00	1.00
whips, 6 to 7 ft.	1.50	1.50
<b>Marshall seedless Ash (well-branched)</b> , 5 to 6 ft.	1.00	1.00
6 to 7 ft.	1.50	1.50
7 to 8 ft.	2.00	2.00
<b>Sweet Gum</b> , 5 to 6 ft.	3.00	3.00
6 to 8 ft.	4.00	4.00

<b>FLOWERING CRAB APPLES</b> Over 50 varieties of grafts and buds.		
	Each,	Each,
	per 100	per 1000
<b>1-yr. plants</b>	\$0.50	\$0.50
<b>2-yr. plants</b> are well-branched, 4 to 6-ft. trees.	1.00	1.00

<b>PIN OAK SEEDLINGS</b> Nursery-grown in peat beds, root pruned.		
	Each,	Each,
	per 100	per 1000
<b>2-yr., 18 to 24 ins.</b>	\$ 50.00	\$ 50.00
<b>2-yr., 30 to 36 ins.</b>	100.00	100.00
All material F.O.B. Warsaw, Ky. <b>HOPPERTON NURSERY, INC.</b> P. O. Box 65 Naperville, Ill. Phone ELmwood 5-1020		

<b>GOLDEN GOOSE LINERS</b> For immediate delivery or for reservation. All plants from 2½-in. pots, grown in open beds, under field conditions and ready for field planting.		
	Each,	Each,
	per 100	per 1000
<b>Ilex crenata rotundifolia</b>	\$0.10	\$0.08
<b>Ilex cren. bullata convexa</b>	.12	.10
<b>Ligustrum luc. compactum</b>	.12	.10
<b>Ilex opaca howardi</b> , 8 to 10 ins.	.12	.10
<b>Ilex opaca East Palatka</b>	.14	.12
<b>Euonymus radicans</b> , 8 to 10 ins.	.08	.06

<b>TERMS: Packing without cost. 25 per cent with order, balance C.O.D. Minimum 50 of a kind, please.</b>		
<b>EVERGREEN NURSERIES</b> Poplar Pike, Germantown, Tenn.		

<b>SEEDLINGS</b> Bare-root in moss packing.		
	Each,	Each,
	per 100	per 1000
<b>Araucaria excelsa</b>	\$12.00	\$12.00
<b>Cortaderia carinata</b>	4.00	4.00
<b>Cycas revoluta</b> , 7-leaved	90.00	90.00
<b>Dion edule</b>	45.00	45.00
<b>Dracena indivisa (1000)</b>	75.00	75.00
<b>Eriobotrya japonica</b>	3.00	3.00
<b>Phoenix dactylifera</b>	2.00	2.00
<b>Quercus palustris</b>	6.00	6.00
<b>Raphiolepis varieties</b>	6.00	6.00
<b>Seaforthia elegans</b>	6.00	6.00
<b>Washingtonia robusta</b>	2.00	2.00
<b>Yucca aloifolia</b>	8.00	8.00

<b>PLEASE INCLUDE POSTAGE WITH ORDER</b>		
<b>CENTRAL NURSERY CO.</b> 2675 Johnson Ave. San Luis Obispo, Calif.		

<b>Ready now, from open sand-peat beds</b>		
	Each,	Each,
	per 100	per 1000
<b>Abelia grandiflora</b> , 4 ins.	3c	3c
<b>American Boxwood</b> , 4 ins., branched	12c	12c
<b>Am. Boxwood</b> , 6 to 7 ins., branched	12c	12c
<b>Old English Boxwood</b> , 4 ins., branched	6c	6c
<b>6 to 7 ins., branched</b>	12c	12c
<b>Euonymus coloratus</b> , ground cover, 5 to 7 3c		
<b>Euonymus patens</b> , 5 to 7 ins.	3c	3c
<b>Euonymus radicans</b> , upright (Sarcodie), 5 to 7 ins.	5c	5c
<b>Ilex burfordi</b> , 3 to 5 ins.	4c	4c
<b>Ilex rotundifolia</b> , 3 to 5 ins.	4c	4c
<b>Wax Ligustrum lucidum</b> , 3 to 4 ins.	2½c	2½c
<b>Pfitzer compact Juniper (Nick's)</b> , 6 to 8 ins.	8c	8c
<b>Pfitzer Juniper</b> , 6 to 8 ins.	6c	6c
<b>Ilex rotundifolia</b> , 5 to 7 ins. (2-yr.)	6c	6c

<b>ROOTED AZALEA CUTTINGS</b> Ready to be transplanted into beds 3 to 5-in. cuttings, \$36.00 per 1000.		
<b>INDICA AZALEAS</b>		

<b>Formosa</b>		
	Each,	Each,
	per 100	per 1000
<b>Judge Solomon</b>	Pride of Mobile	
<b>Lawal</b>	Southern Charm	
<b>KURUME AZALEAS</b>		
<b>Christmas Cheer</b>	Pink Ruffle	
<b>Coral Bells</b>	Polar White	
<b>Hexe</b>	Snow	
<b>Hinodegiri</b>		

<b>FLOWERWOOD NURSERY</b> P. O. Box 206 Cairo, Ga.		
<b>FINER LINERS, ORNAMENTALS</b> Top-quality liners of the best and hardiest varieties plus A-1 super-service and per- sonal attention. May we send you our list? 10 per cent off on all orders shipped this fall. Early Bird discounts for spring.		
<b>JOHN VERMEULEN &amp; SON, INC.</b> Neshanic Station, N. J.		

<b>LINERS OF THE BETTER KINDS</b> Novelties and rare items. Write for price list. <b>GULF STREAM NURSERY, INC.</b> Wachapreague, Va.		
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## ROOTED CUTTINGS

<b>AND BEDDED LINERS</b>		
	Each,	Each,
	per 100	per 1000
<b>Azalea mollis</b> , 1-yr. bedded liners	\$10.00	\$10.00
<b>2-yr. bedded liners</b>	18.00	18.00
<b>Daphne cneorum</b> , 1-yr. liners	23.00	23.00
<b>Taxus cuspidata</b> , hicksi, 2-yr. liners	25.00	25.00
<b>Korean Boxwood</b> , 2-yr. liners	30.00	30.00
<b>Privet</b> , Golden Vicary, rooted cut.	10.00	10.00

## CRYSTAL SPRING GARDENS

Route 20	Perry, O.
<b>ROOTED CUTTINGS, DOGWOOD, MAPLE</b>	
More rooted than we need. Transplanted in deep flats and offered this fall, at \$35.00 per 100. Acer pal., 400 atropurpureum, 150 Bloodgood, 600 Burgundy Lace and 500 Oshio Beni. Cornus, 1200 fl. rubra, 150 kousa chinensis.	

<b>JOHN VERMEULEN &amp; SON, INC.</b> P. O. Box 336A Neshanic Station, N. J.		
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## LINING-OUT STOCK

<b>See our double page ad in this issue. T. G. OWEN &amp; SON INC. Columbus, Miss.</b>		
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## MAGNOLIAS

<b>MAGNOLIA GRANDIFLORA</b> 2½-in. pots.		
	Each,	Each,
	per 100	per 1000
<b>8 to 10 ins.</b>	12c	12c
<b>10 to 16 ins.</b>	16c	16c
<b>16 to 20 ins.</b>	18c	18c
<b>Qt. cans</b>		
<b>12 to 16 ins.</b>	20c	20c
<b>20 to 30 ins.</b>	25c	25c
<b>30 to 36 ins.</b>	30c	30c
<b>B&amp;B stock</b>		
<b>2 to 3 ft.</b>	\$1.50	\$1.50
<b>3 to 4 ft.</b>	2.00	2.00
<b>4 to 5 ft.</b>	3.00	3.00
<b>5 to 6 ft.</b>	4.00	4.00
<b>6 to 7 ft.</b>	5.25	5.25
<b>7 to 8 ft.</b>	6.75	6.75
The above liners were grown in the open and are hardy. The B&B stock will be wrapped in rot-proof burlap and strung if so desired. Plants root pruned.		
<b>BIG RIVER NURSERY, DUNDEE, MISS.</b> Phone 572-R4, Tunica, Miss.		
Magnolia grandiflora, beautiful old-fash- ioned evergreen tree. Stocky plants, 10 to 15 ins., \$15.00 per 100, \$120.00 per 1000; 12 to 18 ins., \$17.50 per 100. Tidwell Nurseries, Greenville, Ga.		

## MAPLES

<b>ACER PALMATUM ATROPURPUREUM</b> (Dark Red Japanese Maple)		
	Each,	Each,
	per 100	per 1000
<b>Selected types, strong 2-yr. grafts</b>	\$1.50	\$1.50
<b>Selected types, 3-yr. grafts, cutback</b>	2.00	2.00
<b>Bloodgood (very dark red Japanese Maple), very scarce, strong 2-yr. grafts</b>	1.75	1.75
<b>Oshio Beni (light red Japanese Maple), strong 2-yr. grafts</b>	1.50	1.50
<b>Oshio Beni, 3-yr. grafts, cutback</b>	2.00	2.00
<b>C. HOOGENDOORN</b> 408 Turner Rd. Newport, R. I.		

## MAPLES

<b>COLLECTED ACER RUBRUM AND SACCHARUM</b> from whips to 4-in. caliper. <b>CURTIS NURSERIES, INC.</b> Callicoon, N. Y.		
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## MYRTLE

<b>HARDY MYRTLE (</b>
-----------------------

400,000

**PACHYSANDRA TERMINALIS**

Strong rooted cuttings, ready for shipment now.

\$38.00 per 1000;

\$35.00 per 1000 for 5000 lots.

Quantity buyers, write for prices.

Check with order. Free samples.

**TOWN & COUNTRY NURSERY**

4202 Fordleigh Rd. Baltimore 15, Md.

Phone RO 4-2179

**PACHYSANDRAS**

Shipped now or reserved for you.

Foliage fed. Greenhouse-grown.

Rooted in clean, white silica sand.

\$35.00 per 1000.

Write for our complete descriptive list of ivies and ground covers.

**THE JOSEPH F. MARTIN CO.**  
Painesville, O.**PACHYSANDRA TERMINALIS**

1-yr. frame-grown, strong plants,

\$6.50 per 100, \$60.00 per 1000.

Cash with order, 5 per cent discount; 1/2 deposit with all orders, balance at shipping time. 300 at 1000 rate.

**NEIDEL'S NURSERY**

216 Park Ave. Oil City, Pa.

**PACHYSANDRAS**

Strong rooted cuttings, \$4.25 per 100,

\$40.00 per 1000. No C.O.D. orders.

**DUNWOODIE NURSERIES**

6 Smart Ave. Yonkers, N. Y.

Pachysandras, strong plants, grown in soil

frames with light shade. First-class stock,

\$6.50 per 100, \$53.00 per 1000; \$50.00 per

1000 for 5000 or more, including good pack-

ing. Peekskill Nursery, Shrub Oak, N. Y.

**PACHYSANDRA TERMINALIS**

1-yr. field-grown, \$60.00 per 1000.

**HILLCREST GREENHOUSES**

Miller Park Franklin, Pa.

9,500 Active Nurserymen

are in need of stock.

List your offerings in the

American Nurseryman Classified Section.

**PEONIES****PEONIES**

Strong 3 to 5-eye divisions, from young plants. Packing free for cash with order, otherwise at cost. 25 or more of a variety takes the 100 rate.

**DOUBLE FLOWERING**

Each, 10 \$0.40

Baroness Schroeder, flesh to white, \$0.45

Canari, sulphur to pure white, .40 .35

Duc de Cazes, carmine-red to rose, .45 .40

Duchesse de Nemours, ivory-white, .45 .40

Duchesse d' Orleans, soft pink, .35 .30

Duke of Wellington, pure white, .45 .40

Edulis Superba, excellent deep pk., .35 .30

Felix Crousse, ruby-red, .45 .40

Festiva Maxima, white, center

flecked red, .45 .40

Frances Willard, bluish white, .45 .40

Francois Ortegat, crimson, .35 .30

Karl Rosenfield, velvety dark

crimson, .45 .40

Le Cygne, excellent pure white, 1.75 1.35

Lillian Wild, very large flesh

to white, .60 .50

Longfellow, bright crimson, .75 .65

Mme. de Verneville, fragrant wh., .40 .35

Martha Bullock, old rose pink, .80 .75

Mary Brand, dark clear crimson, .70 .60

Mons. Jules Elie, large silvery pk., .45 .40

Mrs. F. D. Roosevelt, coral-pink, 2.50 .80

Ozark Beauty, compact radiant pk., .40 .35

Philippe Rivoire, dark crimson, .90 .85

Queen Emma, satiny light pink, .35 .30

Sarah Bernhardt, appleblossom-

pink, .45 .40

Therese, carmen-pink to lilac, .75 .60

Venus, large hydrangea-pink, .45 .40

Walter Faxon, excellent bright

rose, .50 .45

**PEONIES TO COLOR AND MIXED**

Pink to color, not named, .30 .25

Red to color, not named, .30 .25

White to color, not named, .35 .30

Mixed Peonies, grown mixed, .25 .20

**SINGLE PEONIES**

Krinkled White, well known

ruffled white, 1.50 1.35

Sea Shell, large bright pink, .80 .75

Send for complete list of Peonies,

Ireases, Day Lilies and packaged Peonies.

**SARCOXIE NURSERIES**

Wild Bros. Nursery Co.

Phone KI 8-3512 Sarcoxie, Mo.

Tree Peonies, herbaceous Peonies,

Atha Gardens, West Liberty 6, O.

**PEONIES**

Healthy plants, from fields, grown on new land and from which no flowers are cut.

Each, 10 \$0.85

Hansina Brand, 1.00 .90

Kansas, 2.00 1.75

Mme. Emile Debatene, .75 .50

Mark Twain, 1.00 .90

Matilda Lewis, 1.25 1.00

Mattie La Fuze, 1.00 .90

Miss America, 1.00 .90

Mother's Day, .60 .50

Nick Shaylor, 1.50 1.00

Philippe Rivoire, 1.00 .75

Krinkled White, 1.25 1.00

Nippon Beauty, .90 .75

These are just a few varieties taken from

our wholesale price list, which may be had

upon request. We have a good stock of many

of the newer varieties. No packing charge.

**CHARLES KLEHM & SON NURSERY**

2 E. Algonquin Rd.

Arlington Heights, Ill.

Phone HE 7-2880

**PEONIES**

Large 3 to 5-eye divisions, from our north-

ern nursery at Geneva, N. Y. Quality better

than ever. Write for complete list and our

outstanding list of brilliant new hybrid

Peonies. Packing extra at cost.

Each, per 1000

Baroness Schroeder, \$0.32

Cornelia Shaylor, .38

Festiva Maxima, .32 1/2

Felix Crousse, .32 1/2

Hespanola, .26

Hansina Brand, .70

Mrs. J. V. Edlund, .65

Myrtle Gentry, .47 1/2

Reine Hortense, .27 1/2

Victory, .40 1/2

Red, .40 1/2

White, .23 1/2

Pink, .21 1/2

Successor to Styer's Nurseries

J. FRANKLIN STYER

R. D. 5, West Chester, Pa.

**PEONIES**

Adolphe Rousseau, Baroness Schroeder,

Duchesse de Nemours, Festiva Maxima, Sar-

ah Bernhardt, Lady Alex. Duff, Marie Le-

moine, Mons. Jules Elie, Reine Hortense.

3-yr.-old, whole clumps, not divided, 6

eyes and up, \$75.00 per 100, \$700.00 per 1000;

divisions, 3 to 5 eyes, \$40.00 per 100, \$350.00

per 1000.

**VERKADE'S NURSERIES, WAYNE, N. J.****PEONY LINERS**

Karl Rosenfield, Festiva Maxima, Solange,

Mons. Jules Elie and Sarah Bernhardt, \$15.00

per 100. Philippe Rivoire, \$30.00. Standard

size divisions, same varieties, \$35.00 and

\$75.00 respectively.

True to name. Express collect.

**GILBERTSON NURSERY**

Kindred, N. Dak.

**PHLOX****PHLOX SUBULATA**

(Creeping Phlox)

Admiration, cameo-pink with white eye

Alba, an excellent pure white

Astrid, deep orchid-rose

Atropurpurea, rich wine-red

Blue Hills, attractive medium blue

Butterfly, lilac bluish, showy purple eye

Crimson Beauty, brilliant cyclamen-red

Red Wing, finest large flowering red

Sensation, bright pink with red eye

Transplants, \$9.50 per 100, \$90.00 per 1000.

Liners, \$5.00 per 100, \$45.00 per 1000.

250 or more of same variety at 1000 rate.

Prices are prepaid, we pay transportation.

Terms: Cash with order.

**TANGLEWOOD FARM**

P. O. Box 336-N Clinton, S. C.

**PHLOX, ALL SAND-GROWN****BOTH UPRIGHT AND SUBULATA.****ALL VARIETIES AND COLORS.****WRITE FOR LIST, FALL AND****SPRING DELIVERY.****RICHARDS GARDENS**

Box AN Plainwell, Mich.

Phlox subulata, beautiful evergreen border

plant, very hardy, in bright red, rose-pink,

pure white and blue; large, strong field-

grown plants, \$8.00 per 100, \$60.00 per 1000.

Fast service, fresh delivery.

Tidwell Nurseries, Greenville, Ga.

Watch Your Results From

American Nurseryman Classified Ads.

**PIERIS****ANDROMEDA**

(Pieris japonica)

One of the most beautiful broad-leaved

Evergreens.

Per 100 Per 1000

1 to 2 ins., \$6.00 \$50.00

2 to 3 ins., 8.00 75.00

4 to 6 ins., 15.00 140.00

6 to 8 ins., 20.00 190.00

300 at 1000 rate. Shipped prepaid to your

nursery.

**PLANE VIEW NURSERY**

1355 W. Main Rd., Rt. 114 Newport, R. I.

**POPPIES****ORIENTAL POPPIES**

Write for list or see our variety list in the

September 15 issue.

FLOR-ACRES, BRIDGMAN, MICH.

**PRIMULAS****GIANT PACIFIC HYBRID PRIMULAS**

(Polyanthas)

For perennials. For pot plants.

Blue, pink, red, yellow-bronze.

2 1/4-in. peat pots, 50 plants per carton,

\$15.00 per 100, \$70.00 per 500.

SCHMIDT GREENHOUSES, HARVARD, ILL.

**PRIVET**

Thousands of Amur River North Privet.

Per 100 Per 1000

18 to 24 ins., \$3.00 \$25.00

2 to 3 ft., 4.00 30.00

3 to 4 ft., 5.00 40.00

Immediate shipment. Satisfaction guaran-

teed. Robinson Nursery Co., Greenville, Ga.

Let us supply your Amur River Privet

needs. An extremely hardy, desirable shrub,

18 to 24 ins., \$4.00 per 100; 2 to 3 ft., \$5.00

per 100. Any amount, all sizes.

Tidwell Nurseries, Greenville, Ga.

**PYRACANTIAS****BERRIED PYRACANTHAS**

Lalandi, Lowboy, coccinea, waterl.

5-gal. cans. First class, \$350.00 per 100.

**WELLS NURSERY**

P. O. Box 141 Red Bank, N. J.

**RHODODENDRONS****RHODODENDRONS**

5 reasons why you should order your

needs from us.

1. All own-root from cuttings

2. All field BED-grown, pinched and tended

individually

3. All large and many small plants BUDDED

4. All orders for spring lifted and stored

under protection

5. All Jap. beetle certified.

"Nothing beats a Wells-grown plant"

**WELLS NURSERY**

Box 141 Red Bank, N. J.

10,000 Rhododendrons, red and white; cut-

ting-grown, 4-yr., well-budded, \$350.00 per

100; 30,000 red and white varieties, 2-yr.

liners, \$150.00 per 100. Kordus Nursery,

Cranbury Rd., Rt. 535, Jamesburg, N. J. Op-

posite Phelps Dodge Corp., between exit 8

and 9 on N. J. turnpike.

**HYBRID RHODODENDRONS**

Excellent quality,

for landscaping and garden centers.

**PARMENTIER'S ROSES**

Bayport, L. I., N. Y.

Phone Bayport 8-0811.

**HARDY IRONCLADS AS PARENTS**

Seed, seedlings and transplants, pots and

flats. Own-root hybrids for spring.

**JOHN VERMEULEN & SON, INC.**

P. O. Box 336A Neshean Station, N. J.

**RHODODENDRONS**

Hardy, hybrid seedlings, liners.

Write for prices and sizes.

**THE LEVICK NURSERY CO.**

R. F. D. 3 Bridgeton, N. J.

**RHUS****RHUS COTINUS ROYAL PURPLE**

(NEW dark purple-red leaf Smokebush)

1-yr. grafts, bedded (good size for canning),

\$75.00 per 100, \$600.00 per 1000.

**C. HOOGEENDOORN**

408 Turner Rd. Newport, R. I.

**ROSEBUSHES****NORTHERN-GROWN ROSES**

for 1961-62 season.

Our catalog covering over 140 varieties

now available. Polyanthas and other forcing

types for the pot-plant growers plus Teas,

Floribundas and climbers in all of the most

popular varieties. Order A.A.R.S. winners,

John S. Armstrong, Golden Shippers, Chris-

tian Dior, and King's Ransom early!

GERARD K. KLYN, INC., MENTOR, O.

OHIO'S LARGEST ROSE GROWER



## ROSEBUSHES—Continued

**LONE STAR'S  
FINEST CROP ROSEBUSHES**  
Order now for immediate shipment or book your order for shipment up to April 15. Our Roses are of excellent quality, TOP GRADE, FIELD FRESH, MANZATE SPRAYED, budded on Multiflora root stock with well-branched GREEN TOP and FIBROUS ROOT SYSTEM.

GRADE	10-249	250-999	1000 up
Jumbo	\$0.52	\$0.48	\$0.45
No. 1	.42	.38	.35
No. 1½	.32	.30	.25
No. 2	.25	.22	.20

**NO CHARGE FOR PACKING** (multi-wall corrugated cartons with polyethylene lining). ORDER IN MULTIPLES OF 10 OF A VARIETY.

## CUSTOM PACKAGED PRICES

Jumbo, *Trophy	75c each
No. 1, *Chevy Chase	.60c each
Patented Rose, *Chevy Chase, at suggested retail price less 40 per cent.	
No. 1½, *Blue Ribbon	.45c each
No. 2, *Red Ribbon	.35c each

## PRE-PRUNED PLANTS READY FOR PLANTING

Jumbo .....70c each  
No. 1 .....60c each  
Packages are of Alcoa foil for better packages and added sales appeal. Packing material is Pith-o-cane, a mulch material which has been especially ground to hold moisture and make a firm package. Machine and hand packaged. For price on 2, 3 and 5 collections, please write us.

We have a complete list of **POPULAR PATENTED VARIETIES**, write us for this and other standard varieties.

RED	PINK	TWO-TONE	YELLOW	WHITE
American Beauty	Poinsettia	Briarcliff	Eclipse	Blanche Mallerin
Ami Quinard	Red Radiance	Columbia	Golden Charm	Caledonia
Better Times	Red Talisman	D. E. Helen	McGregory's Sunset	K. A. V.
Charl. Armstrong	Rouge Mallerin	Editor McFarland		POLYANTHUS
Crimson Glory	Syracuse	Mrs. Charles Bell		Golden Salmon
E. de Hollande	Texas Centennial			George Elger
				Gruss an Aachen
				Ideal
				Mrs. R. M. Finch
				Summer Snow
				CLIMBING ROSES
				American Beauty
				Blaze
				Charl. Armstrong
				Chris. Stone
				Hollande
				Paul's Scarlet
				Poinsettia
				Red Radiance
				Red Talisman
				Talisman
				Golden Charm
				Golden Climber
				White Am. Beauty
				Summer Snow

WE will allow 2 per cent for CASH WITH ORDER, otherwise 25 per cent cash, balance C.O.D.

**LONE STAR ROSE NURSERY**  
Dept. A, Dallas Hwy. Tyler, Tex.  
Phone LY 2-8161

**STOP!**  
DO NOT BUY A ROSEBUSH UNTIL YOU SEE OUR PRICES. We grow over 120 PATENTED and STANDARD varieties, both OLD and NEW. PRICE and QUALITY MAKE THIS YOUR BEST ROSE BUY.

**MARTIN'S ROSE NURSERY**  
P. O. Box 155 Phone UL 9-2191 Arp, Tex.

Rosebushes, 100 non-patented and 67 patented varieties. Bare-root and packaged. Old and new favorites that will please your customers. Dusted and sprayed weekly for the finest quality plants. Send for free list and place your order early while list is complete. Tate Nursery, R. 3, Tyler, Tex.

**TREE ROSES**  
36 to 38-in. stems, 2 buds on IXL.  
For December, January delivery, \$1.70 each in bundles of 5; one bud, \$1.25.  
Also Patio Roses on 18-in. stems.  
**PETER J. BOOY ROSE NURSERY**  
R. 1, Box 573 San Jacinto, Calif.

**ROSEBUSHES, 20 PER CENT DISCOUNT**  
140 patented and standard varieties, manzate sprayed weekly. Bare-root for container or landscape. Glittering packs to display.  
**L. C. HOUSE & SONS NURSERIES**  
Dept. 24 Tyler, Tex.

**FOR FALL 1961 DELIVERY**  
Ask for wholesale offer.  
**D & D ROSE GARDENS**  
42 Monmouth Rd. Eatontown, N. J.  
**ROSE SPECIALISTS.**

**ROSEBUSHES**  
WE SELL NOTHING BUT ROSEBUSHES.  
The very EXCELLENT SERVICE IS FREE.  
WE GRADE UP TO STANDARD NOT DOWN TO PRICE. Send for our new list today and see for yourself.  
**NEW LONDON ROSES**  
P. O. Box 386 Overton, Tex.

## ROSE STOCK

**MULTIFLORA ROSE**  
Top quality plants for living fences and conservation plantings.  
Root-crown height Per 1000  
2 to 4 mm. 8 to 15 ins. \$13.75  
3 to 5 mm. 12 to 18 ins. 19.25  
4 to 6 mm. 15 to 24 ins. 24.75  
5 to 12 mm. 18 to 36 ins. 43.50

**UNDERSTOCK.** Straight shanked seedlings grown by our method especially for understock. Nematode free. Expertly graded to suit the most particular.

4 to 6 mm. \$30.25 per 1000  
2 to 4 mm. 19.50 per 1000  
The above prices are F.O.B. Griggville, Ill. nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. Order now for fall or spring delivery. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 30 per cent.

**FARM LANDSCAPE CO.**  
Route 3, Urbana, Ill.

**MULTIFLORA ROSE**  
For living fence, conservation and budding understock. Hardy northern-grown plants, nematode-free. Our sandy loam produces the finest root system. Our high quality is well known.

Caliper and approximate height Per 1000  
2 to 3 mm. 8 to 15 ins. \$12.50  
3 to 8 mm. 15 to 24 ins. 22.50  
3 to 5 mm. 12 to 18 ins. 19.25  
4 to 6 mm. 15 to 24 ins. 27.50

Ask for quantity prices. We cut the tops back to about 10 ins. for shipping, unless you state otherwise. Prices are F.O.B. Glen Head. Packing at cost. For less than 1000, add 30 per cent. Available after October 15.

**BROOKVILLE NURSERIES**  
Box 53, Northern Blvd., Glen Head, L. I., N. Y.

**THORNY ROSA MULTIFLORA**

2 to 3 mm. \$11.00 per 1000  
3 to 6 mm. 16.00 per 1000  
6 to 12 mm. 30.00 per 1000  
No packing charge, F.O.B. Mt. Vernon, Ill.

Write for quotations on larger amounts.

**MESTEL NURSERY**  
Route 5 Mt. Vernon, Ill.

## SEEDS

**PEACH SEEDS, NEW CROP**  
Carefully handled, insuring high germination. 4000 up per bushel, 30 bu. up, \$2.50 per bu.; 10 to 30 bu., \$2.75 per bu.; 2 to 10 bu., \$3.25 per bu.  
**WAYNESBORO NURSERIES**  
Waynesboro, Va.

**PEACH PITS**  
Southern collected, high germination, \$2.90 and \$3.85 per bu. 1961 crop. Sample upon request. Phone Howard 1-5415.  
**RIVERDALE NURSERY, RIVERDALE, GA.**

Juniper seed, virginiana, Platt type Red Cedar (Neb.), cleaned and floated, \$3.00 per lb.; scopulorum (Colo.), \$3.00 per lb.  
Forestry Seed Service, Cuba, Kan.

## For \$4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

## At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the November 1 issue to reach us October 13. Forms for the November 15 issue will close October 27.

## AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

## SEEDS

Agathis robusta, 100 seeds	\$ 2.00
Bauhinia vahii, 12 seeds	2.50
Cedrus deodara, lb.	3.95
Cortaderia carminata, lb.	7.75
Cunonia capensis, 1000 seeds	3.35
Cycas revoluta, lb.	2.75
Dracaena draco, 1000 seeds	7.50
Ficus roxburghii, 1000 seeds	5.00
Livistonia australis, lb.	4.50
Phoenix dactylifera, 1000 seeds	2.29
Phoenix roebelinii, lb.	10.00
Phormium tenax rubra, 1000 seeds	4.95
Podocarpus macrophyllus, lb.	2.50
Podocarpus maki, lb.	2.50
Podocarpus nagi, lb.	2.50
Seafortia elegans, 1000 seeds	7.50
Strelitzia reginae, 100 seeds	3.35
Strelitzia nicotai, 1000 seeds	25.00
Sequoia gigantea, lb.	14.00
Sequoia sempervirens, lb.	12.00
Thevetia nereifolia, lb.	3.50
Washingtonia filifera, lb.	2.25
Washingtonia robusta, lb.	2.50
Water Lily (Lotus, mix. sd.), lb.	9.50

## SEND FOR OUR LISTINGS OF EXOTIC SEEDS.

Please add postage cost when ordering.  
**CENTRAL NURSERY CO.**  
Importers and Exporters  
2675 Johnson Ave. San Luis Obispo, Calif.

## SHRUBS AND TREES

## EVERGREEN SEEDLINGS 100 1000

SCOTCH PINE (French or Spanish strain)	100	1000
2-yr. seedlings (2-0), 2 to 4 ins.	\$ 3	\$ 15
3-yr. seedlings (3-0), 10 to 18 ins.	9	45
WHITE PINE		
3-yr. seedlings (3-0), 8 to 14 ins.	8	40
4-yr. transplants, grafting size	15	75
MUGHO PINE		
4-yr. seedlings (4-0), 4 to 8 ins.	10	50
4-yr. transplants (3-1), 3 to 5 ins.	15	75
JAPANESE BLACK PINE		
2-yr. seedlings (2-0), 4 to 8 ins.	9	45
3-yr. seedlings (3-0), 12 to 18 ins.	12	60
WHITE SPRUCE		
3-yr. seedlings (3-0), 8 to 14 ins.	8	40
5-yr. transplants, grafting size	20	100
NORWAY SPRUCE		
3-yr. seedlings (3-0), 10 to 18 ins.	9	45
5-yr. transplants, grafting size	25	125
COLORADO BLUE SPRUCE		
3-yr. seedlings (3-0), 6 to 12 ins.	11	55
5-yr. transplants (3-1), 8 to 14 ins.	35	175
CANADIAN HEMLOCK		
3-yr. seedlings (3-0), 6 to 10 ins.	16	80
CONCOLOR FIR		
3-yr. seedlings (3-0), 6 to 10 ins.	8	40
4-yr. seedlings (4-0), 10 to 16 ins.	11	55
4-yr. transplants (3-1), 4 to 8 ins.	16	80
5-yr. transplants (3-2), 8 to 12 ins.	25	125
FRASER FIR		
2-yr. seedlings (2-0), 2 to 4 ins.	8	40
3-yr. seedlings (3-0), 4 to 8 ins.	12	60
BALSAM FIR		
3-yr. seedlings (3-0), 3 to 5 ins.	8	40
4-yr. transplants (3-1), 4 to 8 ins.	18	90
BARBERIES, GREEN		
2-yr. seedlings (2-0), 6 to 12 ins.	8	40
2-yr. seedlings (2-0), 12 to 18 ins.	10	50
WHITE FLOWERING DOGWOOD		
Seedlings, 4 to 8 ins.	7	35
Seedlings, 12 to 24 ins.	12	60

**MUSSER FORESTS, INC.**  
Box 16UC Indiana, Pa.

## WELL-GROWN SHADE and FLOWERING TREES

All material B&B.	
American Beech, 3-in.	\$70.00
Tulip Tree, 1½-in.	12.00
2-in.	16.50
American Sycamore, 2-in.	18.00
2½-in.	24.00
3-in.	31.50
Kentucky Coffee Tree, 1½-in.	8.50
1½-in.	12.00
2-in.	20.00
2½-in.	26.00
3-in.	33.50
Littleleaf Linden, 3-in.	42.00
4-in.	50.00
4½-in.	57.00
Sunburst Locust, 3-in.	80.00
Thornless Honey Locust, 2-in.	21.00
2½-in.	29.00
Malus arnoldiana, 1½-in.	10.00
Malus floribunda, 2 to 3-in. specimens,	
5 to 8 ft. spread	29.00
Malus Hopa, 1½-in.	9.00
1½-in.	12.00
2-in.	14.00
Malus, Almey, 1½-in.	9.00
1½-in.	12.00
Malus sargentii, 4 to 5 ft.	7.50
5 to 6 ft.	8.75
White Redbud, 3 to 4 ft.	10.00
4 to 5 ft.	14.00
5 to 6 ft.	17.50
6 to 7 ft.	25.00
Euonymus vegetus, 4 to 5 ft., heavy specimens, 22-in. ball	14.00

**BRISTOW'S NURSERY**  
6909 Garden Rd. Maumee, O.

Metasequoia, Dawn Redwood.  
Please see advertisement on page 76.  
Templeton, Phytotektor, Winchester, Tenn.

# PRICES REDUCED, MUST SELL IN PATH OF NEW RESERVOIR Rooted cuttings, 1-yr. in field beds.

Per 100 Per 1000

Buxus sempervirens, 4 to 6 ins. ....	8.00	70.00
Chamaecyparis cyano viridis, 4 ins. ....	12.00	....
Chamaecyparis lutescens, 4 to 6 ins. ....	8.00	70.00
Flex bullata, 4 to 6 ins. ....	8.00	70.00
Flex crenata, 4 to 6 ins. ....	8.00	70.00
Juniper, Andorra, 4 to 8 ins. ....	8.00	70.00
Juniperus hibernica, 4 to 6 ins. ....	12.00	....
Juniperus hetzi, 4 to 6 ins. ....	8.00	70.00
Juniper, Pfitzer, 4 to 6 ins. ....	12.00	100.00
Juniperus stricta, 4 to 6 ins. ....	12.00	100.00
Juniperus communis aurea, 4 to 6 ins. ....	12.00	....
Pachysandras ..... 4.00	35.00	....
Pyracantha lalandi, 4 to 8 ins. ....	10.00	90.00
Pieris japonica, 4 to 8 ins. ....	8.00	70.00
Retinispora plumosa aurea, 6 to 8 ins. ....	8.00	70.00
Retinispora plumosa, 6 to 8 ins. ....	8.00	70.00
Retinispora squarrosa veitchii, 5 to 8 ins. ....	8.00	70.00
Taxus brevifolia, 4 to 6 ins. ....	8.00	70.00
Taxus browni, 4 to 6 ins. ....	8.00	70.00
Taxus brevifolia, 4 to 6 ins. ....	8.00	70.00
Taxus cuspidata, 4 to 6 ins. ....	8.00	70.00
Taxus cuspidata F&F compacta, 4 to 6 ins. ....	10.00	90.00
Taxus hatfieldi, 4 to 6 ins. ....	8.00	70.00
Taxus hispida, 4 to 6 ins. ....	8.00	70.00
Taxus intermedia, 4 to 6 ins. ....	8.00	70.00
Taxus Moon's columnaris, 4 to 6 ins. ....	8.00	70.00
Taxus repandens, 4 to 6 ins. ....	10.00	70.00
Thuja globosa, 5 to 8 ins. ....	8.00	70.00
Thuja nigra, 5 to 8 ins. ....	8.00	70.00
Thuja Geo. Palmyra, 5 to 8 ins. ....	8.00	70.00
Rooted cuttings, 2-yr. in field beds	12.00	100.00
Juniperus hetzi, 8 to 12 ins. ....	12.00	100.00
Retinispora pisifera aurea, 8 to 12 ins. ....	12.00	100.00
Retinispora plumosa, 8 to 12 ins. ....	12.00	100.00
Pieris japonica, 6 to 10 ins. ....	12.00	100.00
Taxus cuspidata, 6 to 8 ins. ....	12.00	100.00
Taxus intermedia, 6 to 8 ins. ....	12.00	100.00
Taxus browni, 6 to 8 ins. ....	12.00	100.00
Taxus hispida, 6 to 8 ins. ....	12.00	100.00
Taxus brevifolia, 6 to 8 ins. ....	12.00	100.00
Retinispora plumosa aurea, 8 to 12 ins. ....	12.00	100.00
Thuja George Peabody, 6 to 10 ins. ....	12.00	100.00
Taxus cuspidata F&F, 6 to 8 ins. ....	12.00	100.00
Taxus repandens, 6 to 8 ins. ....	15.00	120.00
Black Locust (Robinia pseudo- acacia), 12 to 18 ins. ....	6.00	50.00
Taxus capitata, 3 ins. ....	2.00	15.00
Chinese Chestnut, 12 to 18 ins. ....	8.00	70.00
Fagus sylvatica, 6 to 10 ins. ....	10.00	80.00
2-yr. seedlings	8.00	70.00
Acer palmatum, 4 to 6 ins. ....	5.00	40.00
Flex crenata, 4 to 6 ins. ....	5.00	40.00
Douglas Fir, 4 to 8 ins. ....	5.00	40.00
Black Hills Spruce, 3 to 4 ins. ....	5.00	40.00
Chinese Chestnut, 18 to 30 ins. ....	10.00	90.00
Pinus densiflora, 5 to 8 ins. ....	3.00	25.00
Picea pungens glauca, 3 to 5 ins. ....	3.50	25.00
Picea (White Spruce), 3 to 5 ins. ....	3.50	25.00
Pinus strobus, 4 to 6 ins. ....	3.50	25.00
Pinus sylvestris, 4 to 5 ins. ....	3.50	25.00
Thuja occidentalis, 4 to 6 ins. ....	3.50	25.00
Thuja orientalis, 4 to 8 ins. ....	3.50	30.00
Taxus capitata, 4 to 8 ins. ....	4.00	30.00
Picea excelsa, 3 to 6 ins. ....	3.50	25.00
Concolor Fir, 3 to 5 ins. ....	5.00	40.00
Pinus nigra, 6 to 10 ins. ....	5.00	40.00
Pinon Pine, 4 to 6 ins. ....	6.00	....
3-yr. seedlings	4.00	30.00
Balsam Fir, 4 to 6 ins. ....	4.00	30.00
Picea (White Spruce), 4 to 8 ins. ....	4.00	30.00
Pinus mughus (Tyrolean), 3 to 5 ins. ....	6.00	50.00
Taxus diversifolia, 4 to 6 ins. ....	7.00	60.00
Concolor Fir, 4 to 6 ins. ....	5.00	40.00
Taxus capitata, 6 to 10 ins. ....	8.00	75.00
In large quantity, they may be had for \$50.00 per 1000.	....	....
3-yr. seedlings, transplanted.	....	....
Azalea mollis, 6 to 8 ins. ....	10.00	....
Azalea mucronulata, 6 to 8 ins. ....	20.00	....
Taxus capitata, 6 to 8 ins. ....	10.00	90.00
Tsuga canadensis, 4 to 7 ins. ....	8.00	70.00
Pinus strobus, 4 to 6 ins. ....	7.00	60.00
Picea engelmannii, 3 to 6 ins. ....	6.00	50.00
Picea rubens, 3 to 6 ins. ....	7.00	60.00
Picea pungens glauca, 4 to 6 ins. ....	8.00	70.00
Concolor Fir, 5 to 8 ins. ....	7.00	60.00
Thuja occidentalis, 8 to 12 ins. ....	6.00	50.00
Thuja orientalis, 8 to 12 ins. ....	6.00	50.00
Black Hills Spruce, 3 to 4 ins. ....	7.00	60.00
4-yr. transplanted.	....	....
Taxus capitata, 12 to 15 ins. ....	15.00	125.00
Leucothoe catesbaei, 10 to 14 ins. ....	35.00	....
Picea engelmannii, 8 to 10 ins. ....	8.00	70.00
Picea excelsa, 6 to 12 ins. ....	12.00	100.00
Picea pungens glauca, 6 to 10 ins. ....	12.00	100.00
Pinus mughus (Tyrolean), 4 to 6 ins. ....	15.00	....

(Continued in next column)

(Continued from previous column)

Thuja occidentalis, 8 to 12 ins. ....	12.00	....
Tsuga canadensis, 5 to 8 ins. ....	10.00	90.00
Tsuga canadensis, 8 to 10 ins. ....	15.00	140.00
Tsuga canadensis, 10 to 12 ins. ....	20.00	190.00
6 yr. transplanted	....	....
Douglas Fir, 12 to 18 ins. ....	10.00	80.00
Concolor Fir, 6 to 10 ins. ....	15.00	130.00
Tsuga canadensis, 12 to 15 ins. ....	30.00	250.00
Picea pungens glauca, 12 to 18 ins. ....	20.00	140.00
Picea (White Spruce), 12 to 18 ins. ....	10.00	80.00
Picea excelsa, 12 to 18 ins. ....	10.00	80.00

VAN DINE NURSERY Wayne, N. J.

## PINK DOGWOOD (Cornus florida rubra)

Each	per 100
1-yr., 6 to 12 ins. ....	\$0.40 \$0.35
1-yr., 12 to 18 ins. ....	.50 .45
1-yr., 18 to 24 ins. ....	.60 .55
1-yr., 24 to 30 ins. ....	.85 .75
1-yr., 30 to 36 ins. ....	1.00 .90
2-yr., 3 to 4 ft. ....	1.50 1.40
2-yr., 4 to 5 ft. ....	2.50 2.25
2-yr., 5 to 6 ft. ....	3.00 2.75

## WHITE FLOWERING DOGWOOD (Cornus florida) 2-yr.

4 to 5 ft., br. ....	1.25	1.00
3 to 4 ft., br. ....	.90	.60
2 to 3 ft., br. ....	.50	.40
18 to 24 ins., br. ....	.25	.20
12 to 18 ins., br. ....	.10	.08

## FLOWERING CRAB APPLE Eley, Hops and Almey.

1-yr., 2 to 3 ft., whips. ....	.30	.25
1-yr., 3 to 4 ft., whips. ....	.35	.30
1-yr., 4 to 5 ft., whips. ....	.45	.40
2-yr., 3 to 4 ft., br. ....	.45	.40
2-yr., 4 to 5 ft., br. ....	.60	.50
2-yr., 5 to 6 ft., br. ....	.75	.65

(For Almey, add 15c a tree.)

## FLOWERING PEACH Red, white, pink and peppermint.

12 to 18 ins. ....	.15	.13
18 to 24 ins. ....	.22	.20
2 to 3 ft. ....	.30	.25
3 to 4 ft. ....	.35	.30
7/16 to 9/16-in. cal. ....	.40	.35
9/16 to 1 1/16-in. cal. ....	.45	.40

Write for special prices on quantity lots.

300 at 1000 rate.

## CHOCOLA NURSERY Winchester, Tenn.

## BRANCHED SHADE TREES Heavy liners and finished trees.

Per 100 Per 1000

Pin and Red Oak, root pruned	....	....
18 to 24 ins. ....	\$ 15.00	\$ 120.00
2 to 3 ft. ....	22.00	180.00
3 to 4 ft. ....	30.00	250.00
4 to 6 ft. ....	40.00	350.00
Thornless Honey Locust, branched and root pruned	....	....
3 to 4 ft. ....	40.00	350.00
4 to 5 ft. ....	50.00	450.00
5 to 6 ft. ....	60.00	500.00
6 to 8 ft. ....	250.00	2000.00
8 to 10 ft. ....	300.00	....

## Phellodendron amurense (Cork Tree)

branched and transplants	....	....
3 to 4 ft. ....	100.00	....
4 to 5 ft. ....	140.00	....
5 to 6 ft. ....	200.00	....

## Koeleruteria pan. (Golden Rain Tree),

branched and transplants	....	....
4 to 5 ft. ....	150.00	....
5 to 6 ft. ....	200.00	....

## Nyssa sylvatica (Sour Gum), branched and transplants .... | .... |

3 to 4 ft. .... 125.00 ....

Write for our new fall 1961 price list quoting on our complete line of evergreens, shrubs and shade trees.

## EGYPTIAN NURSERY & LANDSCAPE CO. Two miles North of Farina on Route 37 Farina, Ill.

## SHADE TREES, PRICED BARE-ROOT Add \$1.00 per tree, up to 2-in. \$2.00 per tree above 2-in., for B&B.

Pin Oak, 1 1/2 to 2-in. ....	\$4.75
2 to 2 1/2-in. ....	6.00
Green Ash, 1 1/2 to 2-in. ....	2.50
2 to 2 1/2-in. ....	3.00
Sugar Maple, 1 1/2 to 1 1/2-in. ....	2.50
1 1/2 to 2-in. ....	2.50
Sweet Gum, 1 1/2 to 1 1/2-in. ....	2.50
1 1/2 to 2-in. ....	3.50
2 to 2 1/2-in. ....	5.00
Tulip Poplar, 1 1/2 to 2-in. ....	3.50
2 to 2 1/2-in. ....	5.00
Sycamore, 1 1/2 to 2-in. ....	4.00
2 to 2 1/2-in. ....	5.00

## Thornless Honey Locust 1 1/2 to 1 1/2-in. .... 2.50 .... |

1 1/2 to 2-in. .... 3.50

Lombardy Poplar, 6 to 8 ft. .... 1.00

Weeping Willow, 6 to 8 ft. .... 2.00

## European Mt. Ash 6 to 7 ft. .... 2.50 .... |

7 to 8 ft. .... 3.50

Magnolia soulangeana, 5 to 6 ft. .... 5.00

6 to 7 ft. .... 6.00

Redbud, 6 to 7 ft. .... 2.00

## SNOW HILL FLORIST AND NURSERY Shelbyville, Ky. (20 miles East of Louisville, Ky.)

One tract of land sold. Boxwoods, Ever-

greens, shrubs and trees. Plants must be

moved this year. Ask for wholesale offer.

Boxwood Nurseries, Mocksville, N. C.

## ABELIA GRANDIFLORA

	Per 100
12 to 18-in. liners, field-grown .....	\$17.50
18 to 24-in. liners, field-grown .....	22.50
18 to 24 ins., B&B, field-grown .....	60.00
2 to 3 ft., B&B, field-grown .....	70.00
3 to 4 ft., B&B, field-grown .....	100.00

All the above are heavy sheared, well-branched from ground up. F.O.B.

All the above are heavy sheared, well-

branched from ground up. F.O.B.

## SPIRAEA REEVESIANA (DOUBLE)

12 to 18-in. liners, field-grown ....	\$17.50
18 to 24-in. liners, field-grown ....	22.50
18 to 24 ins. B&B, field-grown ....	60.00
2 to 3 ft. B&B, field-grown ....	70.00

All the above are heavy sheared, well-

branched from ground up. F.O.B.

## NANDINA DOMESTICA

18 to 24 ins. B&amp;B, field-grown .... \$60.00

2 to 3 ft. B&amp;B, field-grown .... 80.00

All the above are low and compact with

plenty of foliage. F.O.B.

## EVERGREENS

Per 100

Gardenia fortunei

Gardenia Mystery,

Ligustrum luc. compactum

Ligustrum repandens

Ligustrum macrophyllum

18 to 24 ins. B&amp;B, field-grown .... \$70.00

2 to 3 ft. B&amp;B, field-grown .... 90.00

All the above are heavy sheared, well

branched from ground up. F.O.B.

## ATMORE NURSERY CO., ATMORE, ALA.

## LINING STOCK AND ROOTED CUTTINGS

Rooted cuttings

Euonymus Silver Edge ..... \$14.00

Euonymus Sarcocoe ..... 14.00

Forsythia aurea (Gold Leaf), new ... 30.00

Forsythia Spring Glory ..... 12.00

Forsythia Lynwood Gold ..... 12.00

Cornus Elegantisima ..... 15.00

Pygmy Red Barberry ..... 15.00

Bedded liners

Euonymus vegetus, 1-yr. .... \$18.00

Euonymus Silver Edge, 1-yr. .... 20.00

Euonymus Sarcocoe, 1-yr. .... 20.00

Korean Boxwood, 1-yr. .... 20.00

Pieris japonica, TT, 2-yr., heavy ... 35.00

Pieris leucothoe, TT, 2-yr., heavy ... 35.00

Daphne cneorum, 1-yr. .... 25.00

Ilex convexa, 1-yr. .... 18.00

Privet, Golden Vicary ..... 18.00

Pyracantha coccinea lalandi ..... 35.00

Heavy field-grown plants

Red Barberry ..... \$30.00

Euonymus vegetus, staked upright ... 45.00

## BO-JO ACRES NURSERY 4197 Middle Ridge Road Perry, O.

## HARDWOOD CUTTINGS

7 ins. long, \$5.00 per 1000.

Forsythias, intermedia, spectabilis, primu-

lina, ovata; Hydrangeas, A. G. and P. G.;

Privet Amur North, Honeysuckles, Morrow,

bella, rosea, lat. rosea, zabeli; Philadelphus,

grandiflorus, Amalthee, coronarius; Spiraeas,

vanhouttei, billardii, rosea, Korean; Lom-

bardy Poplars, dwarf Arctic Willow.

EVERGREEN CUTTINGS, \$15.00 per 1000.

Junipers, Pfitzer, Savin, Hetz, Von Ehrh.

Taxus, capitata, cuspidata, browni, hispida.

COLLECTED, INSPECTED HARD MAPLE

Each 1000

2 to 4 ft. .... \$0.20 \$ 175.00

4 to 6 ft. .... .30 275.00

6 to 8 ft. .... .50 45

## SHRUBS AND TREES—Continued

**SHADEMASTER LOCUST**  
(PLANT PAT. NO. 1515)  
The finest of all the thornless Honey Locusts. Straight, rapid growth. Transplants easily.

A money-maker for grower or landscape man.  
8 to 10 ft., 1 to 1 1/4-in. .... \$ 7.00 \$5.50  
9 to 11 ft., 1 1/4 to 1 1/2-in. .... 9.50 7.50  
10 to 12 ft., 1 1/2 to 1 3/4-in. .... 11.00 9.00

**PRINCETON NURSERIES**  
Princeton, N. J.

**COLLECTED STOCK**  
**CANADIAN HEMLOCK** Per 100 Per 1000  
6 to 9 ins. .... \$4.00 \$20.00  
9 to 12 ins. .... 6.00 45.00  
12 to 18 ins. .... 8.00 65.00

**SUGAR MAPLES,**  
**BIRCH CLUMPS, PERNIS**  
**AND WILDFLOWERS**  
Send for wholesale list.

**LAMPREY RIVER NURSERY**  
Radford H. Palmer

R. F. D. 1 Durham, N. H.

**LONDON PLANE TREES**  
Straight, well-headed, well-priced.

For B&B  
1-9 10-49 50 up add  
1 1/2 to 2 ins. ... \$ 9.00 \$ 8.00 \$ 7.00 \$ 4.00  
2 to 2 1/2 ins. ... 14.00 12.00 9.50 5.50  
2 1/2 to 3 ins. ... 16.00 14.00 12.00 8.00  
3 to 3 1/2 ins. ... 18.00 17.00 16.00 10.00  
3 1/2 to 4 ins. ... 20.00 19.00 15.00

**LEMMEN'S NURSERY**

Ph. AT 4-0990 East Moriches, L. I., N. Y.

43 years of plant growing experience.

**LITTLE LEAF EUROPEAN LINDEN**  
FINE QUALITY. GOOD HEADS.

**FIBROUS ROOTS**  
6 to 8 ft., 1 to 1 1/4-in. .... \$ 4.50 \$ 3.60  
8 to 10 ft., 1 1/4 to 1 1/2-in. .... 7.00 5.50  
9 to 11 ft., 1 1/2 to 1 3/4-in. .... 9.00 7.25  
10 to 12 ft., 1 3/4 to 2-in. .... 12.00 10.00  
11 to 13 ft., 2 to 2 1/4-in. .... 15.00 12.00

**PRINCETON NURSERIES**  
Princeton, N. J.

**DWARF MAHONIA**  
Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now, 100,000 plants. All plants U. S. D. A. Inspected. Cash in on my many years' experience.

2-yr., T. \$20.00 per 100, \$150.00 per 1000.  
Cash with order. Full return 5-day privilege.  
**MAYHAN NURSERY, VERADALE, WASH.**

**SPECIAL!**

2 and 3-yr. Taxus cuspidata and Hicks,

\$70.00 per 1000.

Pieris japonica, strong rooted cuttings,

\$75.00 per 1000; TT, 8 to 12 ins., 20c; peat ball,

same, in 6-in. cans, 2-yr. or more, 75c. Field-

grown, all sizes to 3-in.

**WESTWOOD GARDENS**

54 Lane Ave. Caldwell, N. J.

Phone CA 6-1454.

**RHODODENDRONS**

Hybrids in varieties. True Red Jap. Map-

ples, also the new Bloodgood variety. Own-

root grown. Liners and finished plants. Our

complete list of many items of choice nur-

ery stock is now ready. See our beautifully

grown Taxus, Ilex, Azaleas, etc.

**GERARD K. KLYN, INC.**

Mentor, O.

Wholesale Nurserymen

**SPECIAL!**

200 Taxus repandens (Yew), 24 to 36 ins.

300 spreading Yews, 4 to 5 ft.

500 well finished flowering shrubs, in variety,

4 to 6 ft.

**THE BUDDIES NURSERY**

1000 Taxus capitata (Yew), 24 to 36 ins.

P. O. Box 14 Juniper 2-7257 Birdsboro, Pa.

**MAHONIA AQUIFOLIUM**

Bare-root Each, 100

4 to 8 ins. .... \$0.12

8 to 10 ins. .... .20

**SOPHORA JAPONICA**

12 to 20 ins. .... .14

**ERNEST MILLER NURSERY**

16453 State Rd. North Royalton 33, O.

**FLOWERING SHRUBS**

It's new. It's better. Sell quantity.

We offer heavy, well-grown Weigela

vanickei, in 2 to 3-ft. size, bare-root, \$48.00

per 100; B&B, \$59.00 per 100.

**SHADE & SUN NURSERY**

Route 52 Stormville, N. Y.

**SHADE TREES**

Large assortment varieties and sizes. Ask

for complete wholesale price list.

**WAYNESBORO NURSERIES**  
Waynesboro, Va.

Finest quality stock: Flowering Cherry,

Plum, Crab, Shade, Faassen's Black and Nor-

way Maples, White Birch and others. Rose-

bushes, non-patented. Reasonable. Write,

Canby Nursery, R. 3, Box 337, Canby, Ore.

**ORNAMENTAL**  
**AND CHRISTMAS TREE LINERS**  
Write for price list.

**PINE MOUNTAIN NURSERIES**  
Iron Mountain, Mich.

**FLOWERING TREES**  
Dogwood, flowering Crab, flowering  
Cheries, Redbud and many others. Complete  
wholesale price list on request.  
**WAYNESBORO NURSERIES**  
Waynesboro, Va.

Phellodendron amurense, new, hardy,  
rapid-growing, spreading shade tree. Deeply  
furrowed bark. Sheds leaves all at once. 6  
to 7 ft., \$3.00; you dig, \$2.50.  
Harry J. Baker, Crawfordsville, Ind.

## TAXUS

## TAXUS (YEW)

**ONE OF OUR SPECIALTIES**  
We have a quantity of high-quality Taxus,  
in small to medium sizes. These must be  
seen to be appreciated.

Each, 5-29 30-99 100 up  
T. andersonii and cuspidata  
12 to 15 ins. .... \$3.50 \$3.00 \$2.85  
15 to 18 ins. .... 4.00 3.50 3.25  
18 to 21 ins. .... 4.85 4.50 4.25  
T. cuspidata compacta  
15 to 18 ins. .... 4.25 3.75 3.25  
18 to 21 ins. .... 5.50 5.00 4.75  
T. berybillii and brownii  
12 to 15 ins. .... 3.75 3.25 3.00  
15 to 18 ins. .... 4.25 3.75 3.25  
18 to 21 ins. .... 5.50 5.00 4.75  
T. hatfieldii  
15 to 18 ins. .... 4.50 4.00 ...  
18 to 24 ins. .... 5.50 5.00 ...  
T. hicksii  
15 to 18 ins. .... 3.75 3.50 3.25  
T. wardii  
12 to 15 ins. .... 3.75 3.25 3.00  
15 to 18 ins. .... 4.00 3.75 3.25  
18 to 21 ins. .... 5.50 5.00 4.75  
R. BRUMOND SMITH NURSERY, INC.  
R. R. 2, Box 198 Muncie, Ind.  
Phone ATLAS 2-5144

## HEAVY TAXUS LINERS

Taxus Adams columnaris, 2-yr., tr.  
Taxus brownii, 3-yr., tr.; 4-yr., TT  
Taxus capitata, 2-yr. and 3-yr. seedlings,  
3-yr. and 4-yr. tr.  
Taxus densiformis, 3-yr., tr.; 4-yr., TT  
Taxus halloranii, 3-yr., tr.; 4-yr., TT  
Taxus hatfieldii, 3-yr., tr.  
Taxus henryi, 3-yr., tr.; 4-yr., TT  
Taxus hicksii, 3-yr., tr.; 4-yr., TT  
Taxus hunsnewelliana, 3-yr., tr.  
Taxus Moens columnaris, 3-yr., tr.; 4-yr., TT  
Taxus Sebian intermedia (very hardy),  
3-yr., tr.  
Taxus sieboldii, 4-yr., TT  
Taxus thayerae, 3-yr., tr.; 4-yr., TT  
Taxus wardii, 3-yr., tr.; 4-yr., TT  
Sample sent upon receipt of postage.  
**VERKADE'S NURSERY, INC.**  
New London, Conn.

## TAXUS HICKSI

6 to 8 ins., from open beds.  
Greenhouse propagated.  
January 1, 1959, X, \$150.00 per 1000.  
January 1, 1958, XX, \$250.00 per 1000.  
12 to 18 ins., field liners, 4-yr., XX,  
\$400.00 per 1000.

## ALSO FOR DECEMBER

Cutting wood, stems 10 to 15 ins., in lots  
of 5000, 2c each. NO SHIPPING.  
Stock sold for cash pickup only.  
Nursery open from 9 A. M. to 5 P. M.  
**DUNLAP'S NURSERY**  
Oakwood Manor Cromwell, Conn.  
Phone Diamond 6-4972, 7 to 8 A. M. or  
after 7 P. M.

## HEAVY TAXUS LINERS

Grown from cuttings, trimmed back, bushy.  
3-yr., TTT  
Per 100  
Taxus brownii, 10 to 12 ins. .... \$45.00  
Taxus cuspidata, 10 to 12 ins. .... 35.00  
Taxus capitata, 10 to 12 ins. .... 40.00  
Taxus hicksii, 10 to 12 ins. .... 40.00  
Taxus Vermeulen, 10 to 12 ins. .... 40.00  
Taxus andersonii, 10 to 12 ins. .... 40.00  
The above varieties in 4-yr., TTT .... 55.00  
The above varieties in 5-yr., TTT .... 65.00

## STROHL'S NURSERY

5204 St. Joe Rd. Ft. Wayne, Ind.

## TAXUS CAPITATA

(Upright Japanese Yew)  
2-yr. selected seedlings (seed sown lightly).  
Plants grown with plenty of room in beds.,  
\$15.00 per 100, \$125.00 per 1000.  
4-yr., T, \$45.00 per 100, \$400.00 per 1000.  
6-yr., TT, \$90.00 per 100, \$750.00 per 1000.  
WHERE QUALITY EXCELS. No charge  
for packing.

## C. HOOGENDOORN

408 Turner Rd. Newport, R. I.

## TAXUS

Spreading, 18 to 24 ins.  
Hicksii, 15 to 18 ins.  
10,000 to choose from.  
Reduced prices. Must clear leased land.  
**BRAINE & FOREMAN**  
U. S. Route 62 Sharon, Pa.

## TAXUS CUTTINGS

Andersonii, brownii, cuspidata, densiformis,  
Halloranii, Hatfieldii, Hicksii, Hittii, Sebian inter-  
media, nigra, wardii, henryi, \$20.00 per 1000.  
From true to name stock.

H. B. HARTLINE FARM, MAKANDA, ILL.

**FINER LINERS, TOP QUALITY TAXUS**  
Rooted cuttings, 1, 2, 3, 4 and 5-yr. trans-  
plants, 2 1/4 and 3-in. pots. 10 per cent off  
already low prices for fall. List on request.  
**JOHN VERMEULEN & SON, INC.**  
P. O. Box 336A Neshanic Station, N. J.

Taxus cuspidata, intermedia and hicksii,  
6 to 8 ins., branched transplants, good roots,  
15c. Alanwold Nursery, Box 98, Neshaminy  
P. O., Bucks Co., Pa.

## VINES

## HALL'S JAPANESE HONEYSUCKLE

Division liners ..... Per 100 Per 1000  
2-yr., field-grown, T. .... \$ 1.50 \$10.00  
VINCA MINOR (hardy Myrtle)  
Division liners ..... \$ 1.50 \$10.00  
Clumps, 10 to 15 leads ..... 5.00 40.00  
Clumps, 15 to 20 leads ..... 6.00 50.00  
2 1/2-in. pots ..... 10.00 90.00  
**LOWELL H. MCGEE NURSERIES**  
P.O. Box 341 McMinnville, Tenn.  
Phone 3351

## WANTED

**WANTED**  
1 to 15 ft. Blue Spruce (cut)  
3 to 10 ft. Blue Spruce (cut)  
4 to 8 ft. Blue Spruce (cut)  
2 to 8 ft. Blue Spruce, B&B  
Well-shaped and colored trees.  
Delivery or pick up in November.  
**HOMESTEAD NURSERY**  
Millington, N. J.  
Phone Millington 7-0665

## WE WANT

5000 to 10,000 Yellow Delicious trees on  
E. M. IX root stock. Prefer 1-yr. whips. Send  
quotation at once.  
**VAN WELL NURSERY, INC.**  
Box 858 Wenatchee, Wash.

## SUPPLIES

## BURLAP

**ROOT-PROOF BURLAP SQUARES**  
All sizes. Prices are attractive and low.  
Will mail samples upon request, together  
with prices.  
**BELMONT BURLAP BAG CO.**  
2719 N. Edgemont St. Philadelphia 34, Pa.

## HOLLAND BURLAP SQUARES

2 grades Super and Plus, sizes 16 to 40 ins.  
**HALF MOON CO.,** Box 27-B, Plainfield, N. J.

Turn Stock into Dollars

by Listing It in the Classified Ads  
of the American Nurseryman.

## CANE STAKES

## REDUCE YOUR FREIGHT BILLS ON

## JAPANESE BAMBOO STAKES

We ship freshly imported stock from:  
New York, Chicago, Detroit, New Orleans  
Portland, Ore., San Francisco and  
Los Angeles.

## DYED GREEN PLANT STAKES

Hand selected, dyed a rich forest green.

Uniform lead pencil thickness.

Size	Per bale	Price per bale
1 1/2 ft. ....	2000	\$ 6.00
2 ft. ....	2000	8.00
2 1/2 ft. ....	2000	10.00
3 ft. ....	2000	13.00
4 ft. ....	2000	18.00
5 ft. ....	2000	27.00
6 ft. ....	2000	38.00

## SPLIT BAMBOO STAKES

for light staking

(F.O.B. New York only.)

Size	Per bale	Price per bale
12-in. ....	2000	\$ 5.00
15-in. ....	2000	7.00
18-in. ....	2000	9.00
24-in. ....	2000	11.00

## NBS IMPORTED NATURAL BAMBOO

Stakes selected especially as plant sup-

ports. The best quality available.

Size	Diameter	Per bale	Price per bale
3 ft. (3/4-in.) ....	1000	\$19.50	
4 ft. (1/2 to 3/4-in.) ....	500	25.00	
5 ft. (3/4 to 1-in.) ....	250	18.50	
6 ft. (1 to 1 1/4-in.) ....	200	18.50	
7 ft. (1 1/4 to 1 1/2-in.) ....	150	19.00	
8 ft. (1 1/2 to 1 3/4-in.) ....	100	18.00	

## QUANTITY DISCOUNTS ON

## TOTAL ORDER

5 bales up, less 5 per cent.

10 bales up, less 10 per cent.

25 bales up, less 15 per cent.

Our generous quantity discounts apply to

total orders for all types of stakes.

Sold in bale lots only.

Special prices for direct import of 25 bales

or more to all Atlantic, Gulf and Pacific

Coast ports.

**McHUTCHISON & CO.**

695-N Grand Ave. Ridgefield, N. J.



## DELIVERED PRICES

## EXTRA HEAVY

## NATURAL BAMBOO STAKES

DIRECT FROM THE PRODUCER  
Now in our 20th yr. supplying millions of  
stakes to leading growers throughout the  
United States and Canada.

Specifications represent approximate average  
diameters at bottom end.

## DELIVERED PRICES PER 100 STAKES

(See below)

Length	% to 1/2-in.	% to 3/4-in.	% to 1 1/4
4 ft.	\$3.90	\$5.00	\$6.00
5 ft.	4.90	5.90	7.90
6 ft.	5.90	7.30	10.30
7 ft.	9.00	10.30	11.60
8 ft.	10.80	12.00	13.90
10 ft.	16.00	17.50	
12 ft.	18.80	19.90	

Above prices include delivery in the  
continental United States east of the Rockies.  
Cash orders will be shipped prepaid. Full  
freight allowed to established accounts.  
Freight allowance applies to orders for a  
minimum total of \$20.00. Less quantity, less  
15 per cent F.O.B. here.

A. C. PATTERSON, FRISCO, LA.  
Formerly of Centertown, Ky.

## BAMBOO CANE STAKES

For greenhouse and nursery purposes.  
All types and sizes.

Write for prices and quantity discounts.  
ALEC HENDERSON, INC.

1313 W. Randolph St. Chicago 7, Ill.

## OUTDOOR BAMBOO STAKES

All sizes for immediate delivery.  
Ask for our Nursery Supply List.

HALF MOON CO., Box 27A, Plainfield, N. J.

## CHRISTMAS TREES

## PREMIUM CHRISTMAS TREES

15,000 sheared Scotch Pine, 4 to 9 ft.;  
dark green color. These trees will command  
top retail prices. Located 90 miles east of  
Pittsburgh on Route 322 between Clearfield  
and Philipsburg, Pa. Let us quote on your  
requirements. We invite early inspection.

## AVERY TREE NURSERIES

Box 232 Philipsburg, Pa.  
Phone Poplar 5-4362 (Clearfield) after 7 PM.

## SCOTCH PINES, 5 TO 8-FT. SIZE

Strictly graded to U. S. standards. Don't  
buy a big-in-a-poke! Inspect our trees  
yourself, or have trees inspected by USDA  
inspectors before shipment. Truckloads at  
reasonable prices. Also roping, wreaths,  
cones, etc., complete line.

## WINTER WONDERLAND FORESTS

Hulkonen Bros. Kaleva, Mich.  
Phone Forest 2-4351

## 5000 CHRISTMAS TREES

5 to 8-ft. Scotch Pine, sheared.

Premium and select grades.

Location: On U.S. 20, 1 mi. west of Rolling  
Prairie, Ind.

## YOUNG'S EVERGREEN NURSERY

R.R. 3, Box 308 LaPorte, Ind.

## CHRISTMAS TREES

3000 Blue Spruce, 6 to 9 ft.

4000 Douglas Fir, 5 to 8 ft.

7 mi. from Morgantown Interchange, Pa.  
Turnpike, U. S. 122 North. Phone JU 2-5923.

## GIBRALTAR LEWIS NURSERIES

R.D. 1 Birdsboro, Pa.

Christmas trees, wholesale, 15,000 top quality,  
sheared trees, sizes 4 to 9 ft. Scotch and  
Austrian Pines, Norway, White and Colorado  
Spruce. Reasonable prices.  
Riverview Nursery, Box 47, Lewisburg, Pa.

## FERTILIZERS

## PETERS SPECIAL

A complete line of soluble and long-life  
fertilizer formulas specially designed for the  
commercial grower and manufactured by  
the Robert B. Peters Co., Inc., the trade's  
leading commercial soil test laboratory. Drop  
a card for complete price list and your free  
brochure, "The Peters System of Soil Fertility  
Control."

## ROBERT B. PETERS CO., INC.

2833 Pennsylvania St. Allentown, Pa.

## FLATS

## CYPRESS FLATS

## TOP GRADE FLATS THAT LAST

No.	Size I.S.M.	Per 100	Wt.
1.	14x20x2 1/2 in.	\$25.80	590
2.	14x20x3 in.	30.00	680
3.	12x16x2 1/2 in.	20.00	440
4.	14x16x2 in.	22.50	510
5.	15x22x2 1/2 in.	29.50	670
6.	15x22x3 in.	33.80	780
7.	11 1/2x22x2 1/2 in.	23.50	540

Any size to order. Bottoms and sides  
3/4-in. thick; ends 3/4-in. All planned one side.  
5 per cent discount on orders for 500 or  
more. Terms: Cash. Up to 3 lines printing.  
\$1.00 setup charge plus 1c per end piece.  
Shipped K.D. in units of 25. F.O.B. Williams-  
ton, N. C., truck.

## H. C. HILL &amp; SONS

P. O. Box 747 Williamston, N. C.  
Phone Swift 2-4127

## WHITE CEDAR FLATS

Order by No.	Size	Price per 100	Wt. per 320
No. 1.	14x20 2 1/2-in.	\$27.75	320
No. 2.	14x20x3 1/4-in.	32.00	400
No. 3.	12x16x2 1/2-in.	21.00	250
No. 4.	12x16x3-in.	24.75	275
No. 5.	14x16x2 1/2-in.	23.75	275
No. 6.	14x16x3 1/4-in.	28.00	290
No. 7.	15x22x2 1/2-in.	31.50	380
No. 8.	15x22x3 1/4-in.	35.75	425
No. 9.	11 1/2x22x2 1/2-in.	25.75	320
No. 10.	11 1/2x22x3-in.	29.50	400
No. 11.	14x16x3-in.	32.75	450
No. 12.	5x11x5-in.	16.75	160
No. 13.	5x16x5-in.	19.00	215
No. 14.	5x11x2 1/2-in.	8.00	60
Plant boxes.	5x8 1/2x2 1/2-in.	5.50	45

Skeleton flats to carry TEKPAKS and sim-  
ilar growing containers. (Write us for price  
list.)

All other sizes quoted on request.  
Bottoms and sides are 3/4-in. thick and ends  
are 3/4-in. thick. Plant boxes are made of  
thinner lumber. Your name and address  
printed, up to 3 lines in black ink, on one  
or both end pieces at the following rates:  
\$1.00 setup charge, plus 3/4c per end piece.  
Shipped K.D. in units of 25. F.O.B. Cook.  
All shipments by truck, unless otherwise  
specified.

## QUANTITY DISCOUNTS

Order totaling \$100.00 to \$200.00, 5 per  
cent; \$200.00 to \$400.00, 6 per cent; \$400.00  
to \$600.00, 7 per cent; \$600.00 to \$800.00,  
8 per cent; \$800.00 to \$1000.00, 9 per cent;  
\$1000.00 and over, 10 per cent.

TERMS: 2 per cent, check with order;  
1 per cent 30 days, net 60.

H. C. HILL & SONS, INC. Cook, Minn.

Phone North 6-3348

## CYPRESS FLATS, K.D.

Finest stock obtainable. Guaranteed all  
clear heart. Size 20x15x3 ins. inside measure,  
\$38.00 per 100.

1x1-in. Cypress stakes, pointed.  
50 pcs. to bundle, 4 ft., \$3.50 per bdl.  
50 pcs. to bundle, 5 ft., \$4.50 per bdl.  
50 pcs. to bundle, 6 ft., \$5.50 per bdl.

Shipped same day.

## YOH &amp; HOOKER, YOUNGSTOWN, O.

Start Your Offer Now  
in the American Nurseryman  
and Watch Sales Climb.

## LABELS

## DAHLIA OR TREE LABELS

	Plain	Painted
3 1/2 x 5 in., notched, not wired	\$3.00	\$3.60
3 1/2 x 5 in., wired (copper)	8.95	4.90

	Plain	Painted
4x6 in. (cartons 1000 each)	3.95	4.60
5x6 in. (cartons 1000 each)	4.30	5.10
6x6 in. (cartons 1000 each)	4.70	5.80

	Plain	Painted
8x6 in. (cartons 500 each)	\$3.50	\$4.30
10x6 in. (cartons 500 each)	4.20	5.10

	Plain	Painted
8x 1/2 in. (cartons 250 each)	3.00	3.60
10x 1/2 in. (cartons 250 each)	3.30	3.90
11x1 1/2 in. (cartons 100 each)	2.00	2.40

Our labels are perfectly white and smooth  
on both sides and are pronounced by growers  
the best and most economical.

Catalog on request.

"We ship same day"

## YOH &amp; HOOKER, YOUNGSTOWN 2, O.

## FINEST BLANK OR PRINTED wood labels.

BENJ. CHASE CO., VI. Sta., DERRY, N. H.

9,500 Active Nurserymen

are in need of stock.

List your offerings in the

American Nurseryman Classified Section.

## LAWN PAINT

## TRUGREEN WINTERLAWN

## GRASS COLOR CONCENTRATE

Natural color.

Durability—lasts till spring.

Completely safe to existing lawn.

100-gal. cans, \$4.90 per gal.,

in 1-gal. cans.

\$4.85 per gal., in 5-gal. cans.

For further information, contact

SYMMES NURSERY, INC.

3173 Roswell Rd., N.E. Atlanta 5, Ga.

Phone CE 3-4868

Turn your Surplus Stock

into cash

with a Classified Ad in

the American Nurseryman.

## MISCELLANEOUS

Winter Evergreen grave decorations and

blankets. White Birch and rustic Cedar

supplies, White Birch logs (fireplace), Cedar

poles, posts, slabs and flats. Balsam, Spruce,

Hemlock and White Pine branches in bales.

Prices upon request, Vermont Evergreen,

Inc., R. 7, East Dorset, Vt.

Quick — Convenient — Cheap!

Selling through the Classified Ads

of the American Nurseryman.

## PEAT MOSS

"BRODLEAF," Best Holland PEAT MOSS.  
Gardner No. 110 and No. 85, Growers No. 120  
Growers Jumbo No. 170. Two Bales Equal 3.  
HALF MOON CO., Box 27A, Plainfield, N. J.

## Check Your Stock NOW!

If you have a surplus

sell it through the

American Nurseryman Classified Ads.

## PLANT TIES

## "QWIK-TIES," NEW, IMPROVED

## PLASTIC PLANT TIES

Guaranteed fade-proof.

Small, strong, almost invisible. Economical  
and easy to use. Packed in bundles of 250  
ties for convenient use.

Size	Per carton of 10,000	Av. weight per carton
4-in.	\$10.00	5 lbs.
8-in.	18.00	10 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO. Ridgefield, N. J.

695-N Grand Ave.

Surplus Stock

can be easily and quickly turned into

Cash

by listing it in the

American Nurseryman Classified Ads.

## PLASTIC FILM

## NEW LOWER PRICES ON

## "GER-PAK" BRAND POLY FILM

## NATURAL AND BLACK POLY FILM

Size	Sq. ft.	Less than 25,000 per roll	sq. ft. roll price
.0015-IN. (1 1/2 mil.)	BLACK FOR MULCHING		
3 ft. x 500 ft.	1500		\$ 6.00
3 ft. x 1000 ft.	3000		12.10
4 ft. x 1000 ft.	4000		16.15
.002-IN. (2 mil.)	NATURAL CLEAR ONLY		
*4 ft. 2 ins. x 200 ft.	833		\$ 4.50
3 ft. 4 ins. x 200 ft.	1667		8.98
12 ft. x 200 ft.	2400		12.90
.004-IN. (4 mil.)	NATURAL CLEAR ONLY		
*3 ft. x 100 ft.	300		3.23
*4 ft. x 100 ft.	400		4.31
6 ft. x 100 ft.	600		6.46
8 ft. x 100 ft.	800		8.61
14 ft. x 100 ft.	1400		15.07
NO FOLDS			

Size	Price
10 ft. x 100 ft.	1000.....\$10.76
12 ft. x 100 ft.	1250.....13.46
16 ft. x 100 ft.	1600.....17.22
20 ft. x 100 ft.	2000.....21.53
24 ft. x 100 ft.	2400.....25.83
28 ft. x 100 ft.	2800.....30.14
32 ft. x 100 ft.	3200.....34.44
40 ft. x 100 ft.	4000.....43.05
.006-IN. (6 mil.)	NATURAL CLEAR ONLY
*3 ft. x 100 ft.	300.....\$ 4.84
6 ft. x 100 ft.	600.....9.69
12 ft. 6 ins. x 100 ft.	1250.....20.19
14 ft. x 100 ft.	1400.....22.61
NO FOLDS	

Size	Price
10 ft. x 100 ft.	1000.....\$16.15
12 ft. x 100 ft.	1250.....20.84
16 ft. x 100 ft.	1600.....25.84
20 ft. x 100 ft.	2000.....32.30
24 ft. x 100 ft.	2400.....38.76
28 ft. x 100 ft.	2800.....45.21
32 ft. x 100 ft.	3200.....51.68
40 ft. x 100 ft.	4000.....64.60
BIG 5 PER CENT CASH DISCOUNT,	
check with order. Custom rolls of various	
sizes may be combined to obtain quantity	
prices. Priced F.O.B. DAYTON, LESS THAN	
25,000 SQ. FT.: OVER 25,000 SQ. FT., FULL	
FREIGHT PREPAID.	

\*PACKED 4 ROLLS PER CARTON

DAYTON NURSERY & GARDEN SALES

P. O. Box 763 Dayton 1, O.

Phone 223-8277

## POLYETHYLENE FILM

## LOWEST WHOLESALER PRICES!

.0015 mil., black, 3 ft. x 1000 ft.	\$11.25
.002 mil., clear, 8 ft. 4 ins. x 200 ft.	8.33
.004 mil., 10 ft. x 100 ft.	10.00
.006 mil., 10 ft. x 100 ft.	15.00

All other standard sizes, in clear or black,

proportionately priced. Freight prepaid on

orders of \$50.00 or over.

## WHY PAY MORE?

Write for our complete wholesale price list.

## SUPER-PLASTICS

1421 W. Chicago Ave., Chicago 22, Ill.

Phone Monroe 6-9263

## POLYETHYLENE FILM, WHOLESALER

2 mil. (.002) .....\$ 5.48 per 1000 sq. ft.

4 mil. (.004) ..... 10.95 per 1000 sq. ft.

6 mil. (.006) ..... 16.43 per 1000 sq. ft.

Write for list of sizes and roll prices.

## LAUSTER'S GARDEN SUPPLY

67-71 Water St. Lyons, N. Y.

## POLYFILM, Clear, Black, Rolls, Sheets.

Save on small and large lots. Write

HALF MOON CO., Box 27A, Plainfield, N. J.

If you don't find it listed here

try a Want Ad in the next issue

of the American Nurseryman.

## PLASTIC POTS

NEW LOW PRICES ON WILSON HIGH IMPACT PLASTIC POTS PRICES PER 1000 POTS						
Round pots	Dimensions, ins.	Ctns.	Carton No. Wt.			
Size Dia. Depth	1 to 9					
R-200	2 2 1 1/2	\$ 10.75	1000 13			
R-225	2 1/2 2 1/2 2 1/2	11.75	1200 20			
R-250	2 3/4 2 3/4 2 3/4	12.75	1000 20			
R-300	3 3 2 3/4	16.75	1000 36			
R-400	4 4 4 3 1/2	31.00	500 32			
R-500	5 5 5 5	63.00	300 38			
R-600	6 6 6 6	105.00	120 28			
R-700	7 7 7 6 3/4	167.00	72 27			
Round tubs						
RT-350	3 3/4 3 3/4 2 1/2	\$ 25.25	1000 38			
RT-400	4 4 4 2 3/4	30.00	500 26			
RT-500	5 5 5 3 3/4	64.00	324 34			
RT-600	6 6 6 4 1/2	90.00	120 20			
Square pots						
S-225	2 1/2 2 1/2 2 1/2	\$ 11.25	1000 18			
S-250	2 3/4 2 3/4 2 3/4	14.75	1000 22			
S-300	3 2 3/4 2 3/4	18.25	1000 34			
S-400	4 2 3/4 3 1/2	31.25	500 32			
SRP-250	2 1/2 2 1/2 3 1/2	21.00	1000 32			
(Rose Pots)						
Gallon can						
No. 10 Planta Can	6 3/4 6 3/4	\$120.00	150 43			
Bantam Flats (inside dimensions)		\$67.00	96 15			
BF-90 (7 1/2 x 5 1/2 x 2 1/2 deep)		74.00	96 18			
BF-123 (8 3/4 x 2 1/2 x 2 1/2 deep)						

Also available in decorator colors. Write for quote on colors. Send fifty cents (50c) for complete set of samples postpaid.  
DAYTON NURSERY & GARDEN SALES  
P. O. Box 763 Dayton 1, O.  
Phone Baldwin 3-8277

## PRINTING

Letterheads, 8 1/2 x 11 ins.; envelopes, No. 10, 250 of each, \$7.50, postpaid in U.S.A.  
H. Grebe, 306 Union St., Royersford, Pa.

Turn your Surplus Stock  
into cash  
with a Classified Ad in  
the American Nurseryman.

## SHINGLE TOW

CEDAR TOW  
CLEAN, FRESH CUT MATERIAL, FOR  
PACKING NURSERY STOCK. PROMPT  
SHIPMENTS. YEAR-ROUND SUPPLY. 75c  
per bale, 17x20x34 ins. 125 lb. guaranteed  
shipping weight.  
HUNTINGTON SHINGLE CO., INC.  
P. O. Box 109 Springfield, Ore.

RED CEDAR SHINGLE TOW  
Large, clean bales of shavings.  
Shipped promptly at guaranteed low de-  
livered price. Steady supply to nurseries  
over 28 years.  
MONARCH SHINGLE CO.  
Box 98 North Portland, Ore.

## SPHAGNUM MOSS

No. 1 Sphagnum Moss, large burlap bales,  
also wire bales. Long fibered, clean, firmly  
packed. Write for prices.  
Joseph Jamros, Star Route, Pittsville, Wis.  
Fresh, clean sphagnum moss, write, or  
phone City Point 133 for our low prices on  
wire-bound bales in truckloads or carlots.  
Tony Jaromin, City Point, Wis.

## STAKES

CYPRESS PLANT STAKES  
50 pieces to bundle.  
1x1-in.—3 ft., pointed.....\$3.00 per bundle  
1x1-in.—4 ft., pointed..... 3.50 per bundle  
1x1-in.—5 ft., pointed..... 4.50 per bundle  
1x1-in.—6 ft., pointed..... 5.50 per bundle  
1x1-in.—7 ft., pointed..... 7.00 per bundle  
These stakes are made of cypress and red-  
wood; are good, strong stakes and will give  
long service. "A little better than seems  
necessary."

WE SHIP SAME DAY!  
YOHO & HOOKER  
Youngstown, O.

STAKES, GALVANIZED HARD STEEL  
GALVANIZED tree-guying WIRE.  
HOSE for guy-wire PADDING.  
Prices and samples on request.  
SCHUPP SUPPLY CO., WILMETTE, ILL.

Plant Stakes, see large ad under Cane  
Stakes. McHutchison & Co., Ridgefield, N. J.  
9,500 Active Nurserymen  
are in need of stock.  
List your offerings in the  
American Nurseryman Classified Section.

## TREE WRAP

Available for private label.  
Asphalt impregnated,  
crinkle crape. 3-ply paper.  
Write for details and dealer discounts.  
Specify size, width and length desired.

AAR, INC. Downers Grove, Ill. 343 S. Dearborn St. Chicago 4, Ill.

THRIFTEE SNAP-ON  
PLASTIC PLANT TAGS

Attractive, quality markers . . .  
at attractive, low prices!

Lightweight . . . easy to use . . . no wires to attach. The latest  
method of marking plants and nursery stock.  
Easily marked with soft lead pencils, rubber stamps or printed . . . completely  
reusable . . . old markings easily removed. Available in Spring Green and  
Pure White colors.

QUANTITY PRICES PER 1,000 MARKERS			
Bulk Packed	2" square	3" x 3/4"	5" x 1"
1,000	\$6.85	\$4.30	\$8.35
5,000	6.30	3.95	7.70
10,000	5.80	3.60	7.00
20,000	5.25	3.30	6.40

All prices F.O.B., Milford, Michigan. Shipping charges prepaid  
if check accompanies order. Markers may be assorted to earn  
quantity prices. All orders filled with Spring Green markers,  
unless white is specified.

Write today for FREE LITERATURE and samples of Snap-On . . . or, our com-  
plete line of plastic plant markers . . . and our unique JIFFY PRINTER for  
printing markers in quantity.

LIFETIME MARKERS Dept. 7-A P. O. Box 216, Clyde, Michigan  
Far West: 1864 S. 120th St., Seattle 88, Wash.

## C-N-C

PATENT PENDING

Greenhouse and Nursery Grade  
**COPPER NAPHTHENE CONCENTRATE  
PREVENTS**

MILDEW, DRY ROT, FUNGUS GROWTH IN  
WOOD, CANVAS, BURLAP, CORDAGE

**FRED'K A. STRESEN-REUTER, Inc.**

400 West Roosevelt Ave.

Bensenville, Ill.

where it has done extensive damage to pear production.

The street tree symposium which had been scheduled for September 27 at the Saratoga Horticultural Foundation, Saratoga, was postponed until early November, according to an announcement by Maunsell Van Rensselaer, director of the foundation.

Allan H. Reid, landscape architect at Palo Alto, has been appointed to the Santa Clara county planning commission. He had served for many years on the Palo Alto commission and resigned when he moved out of the city. Mr. Reid has been president of the International Shade Tree Conference, Western chapter, and many other trade and civic organizations.

Recent cash contributions to horticultural research, as announced by the University of California, include those from the strawberry advisory board for the strawberry breeding program; the Chemagro Co., for research in entomology using the firm's materials; Rohm & Haas Co., for research on Kelthane; Stauffer Chemical Co., for experimental testing of the firm's chemicals for plant disease and insect control; the American Cyanamid Co., for studies in new insecticides,

## AMERICAN NURSERYMAN

## TRADE BOOKS

## TRADE BOOKS.

Descriptive book circulars available on request.

65 PRACTICAL GARDEN PLANS,  
by John Elliott, \$1.00.

SEEDS AND POTTING COMPOSTS,  
by Lawrence and Newell, \$2.00.

THE GRAFTER'S HANDBOOK,  
by R. J. Garner, \$6.75.

HAVE YOU TRIED PERENNIALS,  
by C. H. Potter, \$3.00.

SOIL STERILIZATION,  
by W. J. C. Lawrence, \$4.25.

THE BOOK OF SHRUBS,  
by A. C. Hottes, \$4.95.

ORNAMENTAL CRAB APPLES,  
by Arie F. den Boer, \$4.95.

TREES FOR AMERICAN GARDENS,  
by Dr. Donald Wyman, \$8.00.

PLANT PROPAGATION PRACTICES,  
by James S. Wells, \$7.50.

GROUND COVER PLANTS,  
by Donald Wyman, \$4.75.

MANUAL OF CULTIVATED TREES AND  
SHRUBS,  
by Alfred Rehder, \$13.95.

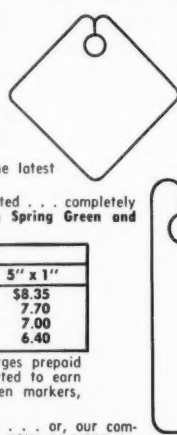
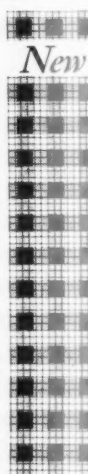
GREENHOUSE HEATING AND  
CONSTRUCTION,  
by H. E. Gray, \$1.50.

TAYLOR'S ENCYCLOPEDIA OF  
GARDENING,  
by Norman Taylor, \$7.50.

STANDARD CYCLOPEDIA  
OF HORTICULTURE,  
3-Volume Set,  
by L. H. Bailey, \$52.00.

These books may be obtained, postpaid, at  
the publishers' prices indicated, from

AMERICAN NURSERYMAN  
343 S. Dearborn St. Chicago 4, Ill.



and American Petroleum Institute for agricultural air pollution research. Materials contributed included phaltan dust for tests on grape diseases, by the California Chemical Co.; broadcast lawn spreader for turf grass research, by the Cyclone Seeder Co.; Franquette walnut trees for experiments in plant pathology, by Stuke Nursery Co.; microbial insecticides for studies in insect control, by Nutrilite Products, Inc., Rohm & Haas Co. and Stauffer Chemical Co., and herbicides for weed control in various crops under varying conditions, by Geigy Chemical Co., Niagara Chemical Division and Pennsalt Chemical Co.

W. B. B.

### OKI OPEN HOUSE

Visitors to the open house at the Oki Nursery, Sacramento, Calif., September 14 were confronted by a huge enlargement of an aerial photograph of the nursery. Strings connected pins on the map to signs at the sides identifying for visitors the location of items of interest, such as the planting machine, soil mix demonstration and isolated permanent mother block.

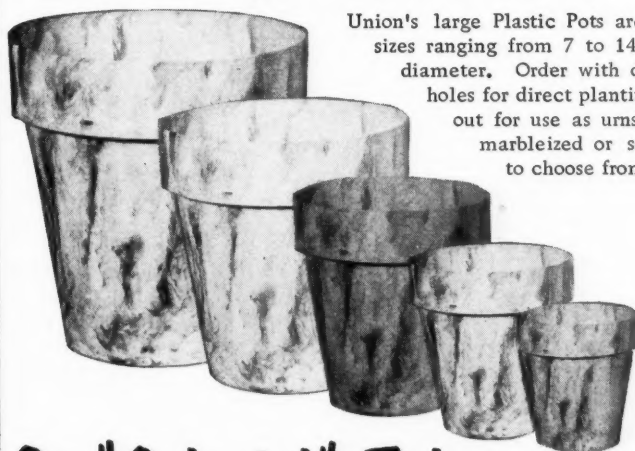
The map, enclosed in a glass display case in the sheltered porch of the modern office building, was a boon to visitors who came from as far as Utah. They had come to view the nursery's modern mechanized methods of producing and marketing stock. As one said, "If Dick and George don't have it, you can bet they're studying it right now." Thus, it is not surprising that competitors as well as customers were among those present at the open house.

### Year Brings Changes

Return visitors from last year found several new polyethylene houses nearing completion. The quantity of stock has increased considerably and is thriving under constant feeding via a new overhead sprinkling system. After studying the methods and results of others utilizing such a system, the Oki brothers completely converted their operation over the past few months. They have never hesitated to rip out productive areas or revamp procedures when they are convinced the new method is scientifically sound and in the long run beneficial to the production of quality nursery stock.

Wherever possible, Dick and George Oki have mechanized and automated. This has enabled them to combat ever higher labor costs and problems. The nursery's rapid

## Union Large Plastic Pots...



Union's large Plastic Pots are made in sizes ranging from 7 to 14 inches in diameter. Order with drainage holes for direct planting or without for use as urns. Several marbled or solid colors to choose from!

## Or "Colonial" Tubs...



The "Colonial" Tubs have become so popular with plant enthusiasts that the line has been expanded from the original 12" Tub to include four other sizes down to 4 1/2". Made with or without holes.

## For BIG Plants!

Write today for free Union catalog and price list.

**UNION PRODUCTS INC., Leominster, Mass.**

## INCREASE SALES 100%

Don't Keep Your Customers Waiting for information about your stock. These self-selling plastic labels give all the information your customer wants — creating additional sales while you are busy.

We have the largest selection of horticultural subjects on plastic labels anywhere. Available in two types: (1) Over 800 varieties illustrated in full color; (2) over 600 fully descriptive labels with large, readable type.

**SHOW IT and SELL IT — HIDE IT and KEEP IT**

**ASK FOR FREE SAMPLES AND CATALOG**

**GROWERS & MANUFACTURERS EXCHANGE**

8434 S. Rosemead Blvd., Rivera, Calif.  
Phone OXford 9-0711

No. 3 Container-Marker (picture and holder). Holder is 27 inches high. Prongs at bottom prevent turning in the wind. Use for salesyard display.





## WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements

Display: \$4.50 per inch, each insertion.

Liners: 40¢ line; minimum order \$4.00.

### HELP WANTED

#### SUPERVISING LANDSCAPE FOREMAN

For Delaware nursery specializing in high-quality landscape work, mostly carriage trade. An unusual opportunity in a young growing business in a high income community. Applicant must take responsibility for execution of all landscape work (including hiring and firing connected with running 4 crews and maintenance of 4 trucks and other related equipment); also prepare bids for some project work. Designing by others. Applicant must be interested in permanent association and must have horticultural background in commercial landscape field including: Good knowledge of ornamental plants, ability to move large trees and experience with execution of bid projects. Attractive salary, paid vacation, A.A.N. insurance and home in rural setting. Apply Box 2708, Wilmington 5, Del.

### HELP WANTED

#### TECHNICAL SERVICE REPRESENTATIVE

Chemical company with accelerated programs has an outstanding opportunity with a new product line that will be sold to nursery growers. Several years of extensive field test, national advertising and excellent potential provide an opportunity for sales-minded technical service representatives. Excellent salary plus company car and travel expenses.

Please write or send resume in confidence to Box 860, care of American Nurseryman.

### HELP WANTED

#### PROPAGATOR

Propagator experienced in production of coniferous and broad-leaved evergreens by grafts, greenhouse cuttings, outdoor cuttings, mist propagation and budding and grafting of ornamental trees. Large mid-southern wholesale grower. Expect 2,000,000 or more liners per year. House, insurance and good salary to right man. Only permanent employee wanted. Contact Box 866, care of American Nurseryman.

### HELP WANTED

One of the larger wholesale nurseries in the Midwest needs an energetic, experienced foreman, well qualified to handle general field operations. Must have ability to handle crew of five to twelve men for maximum production. Must be familiar with operation of machinery. Responsible to general field superintendent. Attractive salary, profit sharing, retirement, hospitalization, life insurance and other benefits. Please write giving full information on qualifications including education, experience, employment references and general background information.

J. V. BAILEY NURSERIES  
1325 Bailey Rd. St. Paul 19, Minn.

### HELP WANTED

#### LANDSCAPE ARCHITECT

One of the largest and most experienced landscape companies in America needs a talented graduate landscape architect, with experience, for its design department, which operates on a professional basis. The job is permanent, involves all phases of design and has a good future. Send full history, samples of work, photograph and salary requirements.

LAMBERT LANDSCAPE CO.  
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growth has not been haphazard. On the contrary, it has been plotted carefully. One of the newer features of the Oki operation is a streamlined accounting system.

For the open house, the huge steel all-purpose building provided a shaded eating area and refreshment center. Around the sides were supplier exhibits. To the rear was a demonstration of the soil mix machine. The Okis have freely given credit to the U. C. soil mix system as the most important factor in their success. Some might challenge this to say it is rather the management ability of George and Dick Oki, including such decisions as converting early to such a system.

A prime point of interest for most of the 150 guests was the canning machine demonstration. The machine can turn out some 60 cans per minute, but ordinarily runs at about half that speed for most efficient handling by the workers. The machine is adaptable to various sizes of cans, though used mostly for 1-gallon containers. One change visitors can be assured of next year is that this demonstration will be held elsewhere, since the area will be covered with nursery stock in the continuing expansion program.

After an enlightening tour of the premises, refreshments were served. Guests hoped the open house was to be an annual affair. They have come to expect something new and worthwhile each year. Dick and George Oki promise they will not be disappointed.

R. B. K.

### KEY NURSERY LAW PASSED IN CALIFORNIA

Termed the most important single piece of legislation ever approved for the nursery industry in California, a bill signed recently by the governor adds to the state agricultural code a clear declaration as to the agricultural character of the nursery business. It reads as follows:

"Inasmuch as the planned production of trees, vines, rosebushes,

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SITUATION WANTED—Man in early 30's fully experienced in all phases of nursery and landscape work. Capable of running large jobs. Good knowledge of equipment, plant material and tree moving. Good appearance and excellent sales ability. Prefer northwest or midwest. Will also consider other areas. Apply to Box 884, care of American Nurseryman.

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ornamental plants and other horticultural crops is distinguishable from the production of other products of the soil only in relation to the time elapsing before maturity, plants being produced by nurseries shall be considered to be 'growing agricultural crops' for the purpose of any laws pertaining to the agricultural industry of the state."

As a result of the efforts of the California Association of Nurserymen and co-operating groups and individuals, the bill had been passed unanimously by both houses of the state legislature.

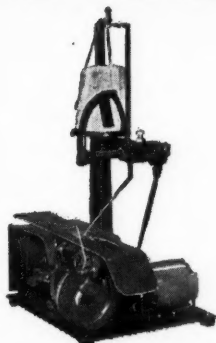
### OREGON NOTES

Erwin Fowler, Milton Nursery, Milton-Freewater, president of the Oregon Association of Nurserymen, and his passengers had a narrow escape from a serious accident while returning from the north-west nurserymen's Indian summer session at Gearhart, Ore. Mr. Fowler was rounding a curve coming through the Coast Ranges when a blowout threw the car completely around and onto the opposite side of the highway, facing the direction from which it had come. A metal pole at the side of the road was knocked down and the

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car, though upright, rested over the side of a highway fill. Fortunately, no one was injured, although all were badly shaken up.

According to word received here, the meeting of the Western chapter, International Shade Tree Conference, was held September 15 and 16 at the University of Utah, Salt Lake City. Leslie Mayne, president, presided, and the principal speaker was Dr. Richard Harris, of the University of California. His subject was "New Ideas and Evaluation of Street Trees." The meeting was held jointly with the Utah shade tree commissioners.

The Rose City chapter of the Oregon Association of Nurserymen made a tour of the North Willamette experiment station in late August. Dr. Robert Ticknor, scientist at the station, conducted the group on the tour.

Lee Colvin recently purchased the retail store of the Portland Seed Co. at 204 Southwest Yamhill street, Portland. The retail store has been in the same location since 1932 and is the only downtown garden center at the present time. The Portland Seed Co. has long been principally interested in the wholesaling of seeds and garden products. Mr. Colvin, a manager in the firm since January, 1957, announced that the retail store will now be known as the Portland Garden & Pet Store.

According to Reed Vollstedt, Reed & Cross, Eugene, a recently installed 2-way radio system has resulted in considerable time saving for the firm's landscape department.

Robert A. Walker, Holgate Nursery, Portland, was recently appointed by Multnomah County Sheriff Francis Lambert to aid in landscaping the grounds about Portland's Rocky Butte and Multnomah county jails. Inmates are to be given an opportunity to work on the project under Mr. Walker's direction.

The third in a series of landscape courses will be conducted October 26 to 28 at Oregon State University under the direction of Prof. Donald J. Martel, head of the university's department of landscape architecture. The course is conducted in co-operation with Oregon State Federation of Garden Clubs, Inc. It is presented as a guide to persons in the landscaping profession and to garden club members interested in landscaping. Contemporary trends in landscape architecture and the designing and

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planting of public and private garden areas will be covered in the third course.

Shady Lane Nursery recently won the bid for landscaping the Vancouver, Wash., housing authority grounds located in McLaughlin Heights. David E. Thompson, landscape architect, Portland, drew the plans for the project.

A new office and laboratory building will be built in the near future at the O. S. U. North Willamette experiment station, Aurora.

The landscape contract for installing turf, plantings and an irrigation system for the new state Labor and Industries building at Salem has been awarded to Stephen Kovacs, Salem landscape contractor.

Moller's Nursery, Fairview, has started construction on a new nursery and garden store layout. In the place of the present building, now being razed, there will be erected a 40x90-foot structure. It will include sales space, showroom and offices. A new lath house is also being built, and there will be a large paved parking area.

Lewis P. Crutcher, Portland architect, has been attracting much favorable publicity with his proposed plan to "facelift" older parts of the downtown business section. His plans include the abundant use of trees, shrubs and flowers.

Van Kirk's Farm & Garden Store, Portland, has opened a new flower shop in conjunction with the existing business. According to Fred Van Kirk, owner, Jo Ferris will be in charge of the floral portion of the business. Open house for the new department was held at the same time as the annual dahlia show conducted by Van Kirk's September 8 to 10.

Ben Maxwell, feature writer for the Salem, Ore., Capitol Journal, recently reported the discovery of a 111-year-old Fall Butter pear tree on land owned by the state east of Salem. The tree is in good health, has a circumference of 66 inches and is about 50 feet high.

Roseway Nurseries, Beaverton, recently donated 2,000 cut roses to the America-Japan mayors' conference held at Portland. The roses were used to decorate conference and dining rooms where the officials met.

McGrath's Spraying Service is a new business started by V. L. McGrath at Portland.

C. E. Moyer, long-time nurseryman of Oregon and honorary member of the Cascade chapter, Ore-

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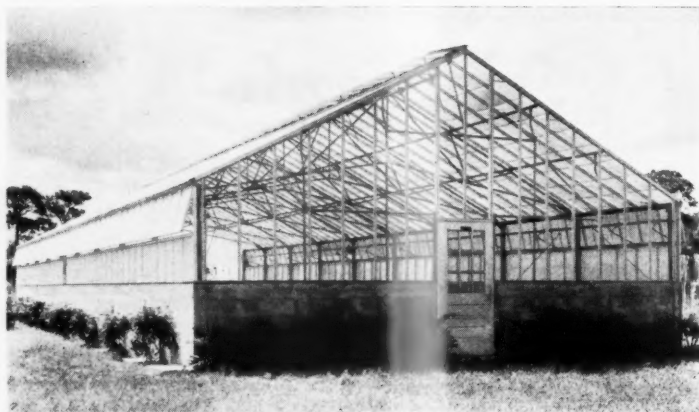
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gon Association of Nurserymen, celebrated his 90th birthday anniversary September 20 at his home at Winston. Mr. Moyer is in good health and quite active.

William F. Gifford, son of Mr. and Mrs. Marshall Gifford, Gifford's Flowers & Garden Shop, won the 4-H sweepstakes award at the Oregon state fair with his plan for landscaping and beautifying the grounds of his parents' home.

C. H. P.

### WASHINGTON STATE NEWS

The nominating committee of the Washington State Nurserymen's Association has selected for the 1962 slate of officers President, Charles W. Rohn, Charlie's Magnolia Garden Center, Seattle; first vice-president, Stanley W. Walters, Walters Nursery, Puyallup; second vice-president, Edwin J. Hume, Jr., manager, Wight's Nursery & Landscape Service, Bothell, and treasurer, Winsor H. Bond, president, May Nursery Co., Yakima.

A 1962 series of agricultural conference workshops, including nine week-long sessions on some phase of farm production, processing, marketing or management, will be held on the Washington State University campus, Pullman. The workshop faculty will include experts from the agricultural extension service, agricultural experiment stations and the resident teaching staff of the college of agriculture. Of special interest to the nurserymen will be the February 5 to 9 session, "Planting and Growing of Ornamental Plants Around the Home."

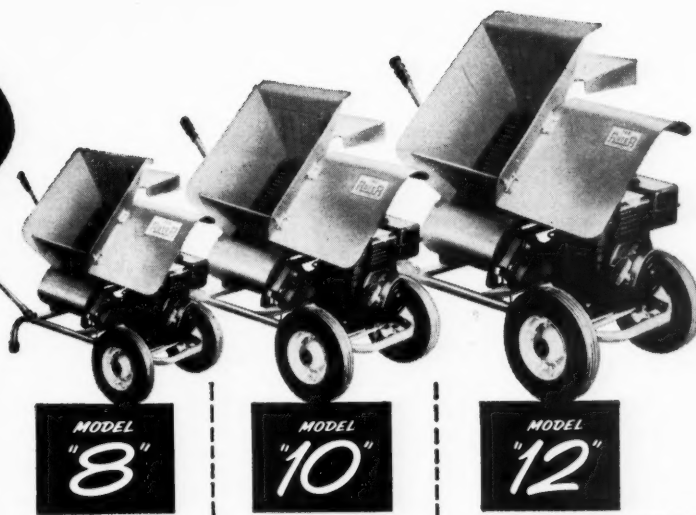
At Seattle, an educational program is starting at the Edison technical school in "Nursery and Landscape Training." The head instructor is Carol Wieting, with guest speakers of selected nursery and landscape men. Subjects will be divided into three general areas—the human side, covering customer relations, crew foremanship, work safety, and work efficiency habits; plant culture, and the use of landscaping materials, (non-growing) tools and machines.

The speakers for the Northwest chapter's "Fall Garden Clinics" at Mount Vernon and Everett were Paul Brown, TV garden director; John Kapteyn, president, Holland Bulb Co.; William Marks, chemical specialist, and John Holtum, greenhouse specialist. Topics for discussion were pruning; landscaping; winter care of fuchsias, begonias and geraniums; winter lawn

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care; spraying; planting; fall and spring bulbs; winter-blooming plants, and fall foliage plants. The lectures were followed with question and answer periods.

The Washington members kept up their reputation of being winners at the northwest nurserymen's Indian summer session at Gearheart, Ore. Washington golfers, with L. H. McGuire, A. A. N. president, low scorer, again captured the trophy, the third time out of four that it has been presented. W. S. N. A. president, Ed Heath, won first place in the nursery rhyme costume contest for men with his portrayal of Little Boy Blue. Lenora Walters won second prize for women with her costume of "Little Bopeep" and her husband Stan as the little lamb.

Spokane chapter president, Walter Ritter, who attended the management conference at the Lake Arrowhead conference center of the University of California, Los Angeles, for his second season, expressed his regret that more members did not take advantage of the course.

The September meeting of Mount Rainier chapter was devoted to plans for the exhibit at the western Washington fair. This

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is a yearly co-operative project of the membership, with Ed Chaffee, Landscapers Northwest, as the architect. The chapter won second prize for the best exhibit of nursery stock. The first prize went to Firth Nursery, a member of Mount Rainier chapter.

Betty Alkema, Sec'y.

## GERMAN FLOWER SHOW

Stuttgart, Germany, was the scene last summer of a horticultural exhibition designated as the Federal Garden Festival. Killesberg park and the Municipal Gardens, both used for the event, offered 420 acres of features—gardens, flower beds and landscape suggestions—as well as a series of shows in the park's exhibition halls. Visitors were drawn from many parts of the world, and among those attending from the United States were Carl Pearlstein, of the Nurserymen's Exchange, San Francisco, Calif., and his family.

Writing her impressions of the show, Mr. Pearlstein's daughter, Kit, mentions the fact that the exhibition emphasized the point that a sensible use of green belts is the way to better health in large cities. The grounds as used for the German show resulted in a flow of fresh air penetrating the heart of the surrounding city, she declares, and the idea is being imitated in other cities. Night illumination of the gardens and water effects were attractive.

According to Miss Pearlstein's description, displays were planned to give instruction on plant growing, fruit tree culture and landscaping. She reports that 40 firms took part in the show. Plantings included over 500,000 bulbs and more than 100,000 spring-blooming plants. In the summer, 30 exhibitors displayed 250,000 plants covering two and one-half acres.

Shrub gardens showed many uses of these plants in landscape work, she states. More than 12,000 trees, both fruit and avenue types, were exhibited by a nursery association. Thousands of new roses were planted in the "Valley of the Roses." Twenty-two firms filled 130,000 square feet with dahlias. A lily display made by the Oregon Bulb Farms, Gresham, Ore., won a gold medal for Jan de Graaff, the owner of the business.

Miss Pearlstein indicates that a special exhibition devoted to home and garden ideas offered stimulating suggestions for home landscaping.



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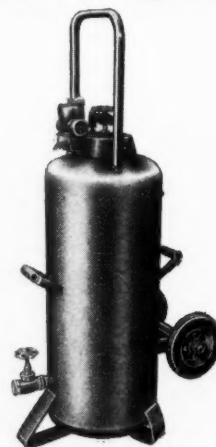
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## BOOK REVIEWS

### PRUNING IN PICTURES

Announced as a companion volume to "Plant Propagation in Pictures," the book in which Montague Free gives instruction on plant pruning to home gardeners lives up even more to its title, "Plant Pruning in Pictures." Fully three fourths of the 286-page book is devoted to step-by-step illustrations, made from 320 photographs and 74 line drawings. The explanatory text which occupies about one quarter of the book, aside from the explanatory captions of the pictures, describes in simple language the principles of pruning, the tools used and the purposes of their application.

Separate chapters are devoted to the types of plants that present particular problems, such as plants grown as standards, those that fail to bloom or bear, hedges, topiary and bonsai plants, while roses, trees, evergreens, shrubs and fruits are each given separate treatment. Even annuals and perennials, house plants and herbs are separately covered. Just published by Doubleday & Co., at \$4.95, this book gives detailed instructions on pruning needed by a host of gardeners.

### NORTH AMERICAN TREES

After 10 years from the publication of the first edition, a revised and expanded second edition of "North American Trees," by Richard J. Preston, Jr., has just come from the Iowa State University Press, Ames, Ia. The author is head of the department of forestry at North Carolina State College and was formerly professor of forestry at Colorado State University. A sturdily cloth-bound book of over 500 pages, 5½ x 7½ inches, priced at \$4.50, this is announced as the most complete pocket-size manual of trees now available. It provides means of identifying 558 species of North American trees, describing all except those found in Mexico and a few tropical species on the southern fringe of the United States.

The 160 full-page illustrations, covering 232 species of importance or general interest, are accompanied by concise descriptions of the botanical and silvical characteristics. The 336 less important species are similarly described. Terminology is simple, to make the book useful to

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students and naturalists, but scientifically accurate for reference by scientists and professional tree men. The nomenclature has been revised to conform to the U. S. D. A. check list of 1953.

### WEED CONTROL SCIENCE

Designed principally for a classroom text, "Weed Control: As a Science," just published by John Wiley & Sons, at \$8.50, is written in a readable manner, so that the layman as well as scientists may obtain a broad, general view of a comparatively new branch of horticultural science.

Dr. Glenn C. Klingman, the author, is professor of field crops at North Carolina State College, and his previous writings and his offices in professional societies indicate his knowledge and grasp of the subject. He had the editorial assistance of Lyman J. Noordhoff, a publications leader in the federal extension service.

This 421-page, well-illustrated book covers the various aspects of weed control thoroughly, so that the reader may gain a broad view of the scientific work in the field or any part of it. But the individual sectors, obviously, are treated only in proportion; the final chapter of lawn, turf and other ornamentals, for instance, occupies but 12 pages. An appendix includes the common and scientific names of weeds and their tolerance to three herbicides, as well as weights, measures and other useful data, while an index of 15 pages concludes the volume.

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While most of the cork used industrially in this country comes from the countries that border on the western Mediterranean, there are a considerable number of cork trees growing in the southern states of this country favored with the same mild climate, under the impetus of an earlier project fostered by industrial interests here. With the object of gathering together in one book all the information as to the various aspects of cork and cork trees, Dr. Giles B. Cooke, formerly research chemist for the Armstrong Cork Co. and director of research for Crown Cork & Seal Co., has produced "Cork and the Cork Tree," an illustrated book of 121 pages, just published by the Pergamon Press, at \$7.50.

While much of the book is devoted to the history, production and

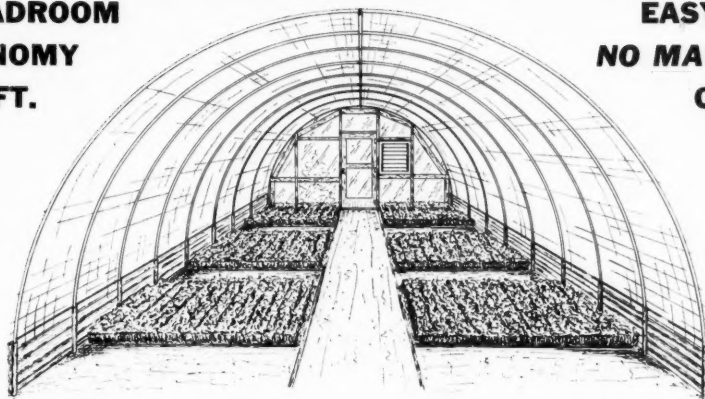


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uses of cork, the propagation and culture of the trees are given considerable attention. The author directed the recent cork-planting program in the United States and is experienced in planting and growing cork trees, as well as in the research and development of cork products.

**STATEMENT of the ownership, management and circulation required by the act of Congress of August 24, 1912, as amended by the acts of March 3, 1933, and July 2, 1946, of American Nurseryman, published twice monthly at Chicago, Ill., for October 1, 1961.**

1. The names and addresses of the publisher, editor, managing editor and business managers are: Publisher, F. R. Kilner, 343 S. Dearborn St., Chicago 4; Editor, F. R. Kilner, 343 S. Dearborn St.; Managing Editor, F. H. Kilner, 343 S. Dearborn St.; Business Manager, F. H. Kilner, 343 S. Dearborn St.

2. The owner is: American Nurseryman Publishing Co., Chicago; the names and addresses of stockholders owning or holding one per cent or more of total amount of stock are: F. R. Kilner, 343 S. Dearborn St., Chicago 4; Kilner Family Trust, Wilmette, Ill.

3. The known bondholders, mortgagees and other security holders owning or holding one per cent or more of total amount of bonds, mortgages or other securities are: None.

4. Paragraphs 2 and 3 include, in cases where stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting; also the statements in the two paragraphs show the affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner.

5. The average number of copies of each issue of this publication sold or distributed, through the mails or otherwise, to paid subscribers during the 12 months preceding the date shown above was 9402.  
(Signed) F. H. Kilner, Business Manager.  
Sworn to and subscribed before me this 14th day of September, 1961.

Robert W. Lynn, Notary Public  
(My commission expires January 19, 1964)

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## PLANT PATENTS

The following plant patents were issued recently, according to Rummeler & Snow, Chicago patent attorneys:

No. 2060. Hybrid tea rose plant. To Edward Burton Le Grice, North Walsham, Norfolk, England. A new and distinct variety of hybrid tea rose plant, the most distinctive feature and characteristic of which resides in the uniform creamy-yellow color of the blooms combined with well-shaped flowers, good foliage and aroma, large flowers and strong upright growth.

No. 2061. Hybrid tea rose plant. To Edward Burton Le Grice, North Walsham, Norfolk, England. A new and distinct variety of hybrid tea rose plant, the most distinctive features and characteristics of which reside in the freedom of flowering, the size and shape of the flowers, the strength of the perfume and the consistency of the color of the flowers and of the characteristics of the plants.

No. 2062. Gladiolus plant. To Carl H. Fischer, St. Charles, Minn., assignor to Selected Glads, Inc., New Albany, Ind., a corporation of Tennessee. A new and distinct variety of gladiolus plant, characterized by its consistent growth, size, health, beautifully ruffled florets, formal spike and improved color.

No. 2063. Gladiolus plant. To Carl H. Fischer, St. Charles, Minn., assignor to Selected Glads, Inc., New Albany, Ind., a corporation of Tennessee. A new and distinct variety of gladiolus plant, characterized by its height, intense ruffling and coloring and consistent performance.

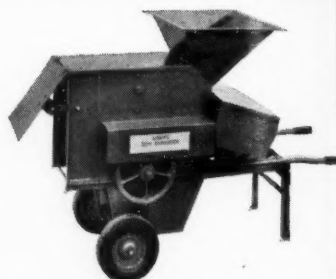
No. 2064. Chrysanthemum plant. To Elizabeth B. Parker, Los Angeles, Calif. A new and distinct variety of chrysanthemum plant, characterized particularly as to novelty by the old rose fragrance of its flowers, the relatively long duration of the fragrance, the distinctive phlox-purple coloration of the entire inside of the petals of the open flower, the distinctive phlox-pink coloration of the entire outside of the petals of the open flower and the resistance to mildew of the plant.

No. 2065. Ornamental cherry tree. To Jacob Gerling, Rochester, N. Y., assignor to Edward H. Scanlon, Olmsted Falls, O. A new and distinct variety of cherry tree of the species *Prunus sargentii*, characterized particularly as to novelty by its distinctly columnar form, otherwise retaining the characteristics of the species.

No. 2066. Rose plant. To Walter E. Lammerts, Livermore, Calif., assignor to Germain's, Inc., Los Angeles. A new and distinct variety of rose plant of the hybrid tea class, characterized particularly as to novelty by the unique combination of tall, vigorous, grandiflora habit of growth; large, glossy foliage having high resistance to mildew and rust; abundant flower production; long-pointed buds that have a graceful urn-shaped appearance as they open; a distinctive dark maroon-red general color tonality of the buds; a distinctive and predominantly rose-red general color tonality of the open flowers, and a luminescent quality of the flowers accompanied by good color retention and a very slow fading habit.

No. 2067. Iris plant. To Robert V.

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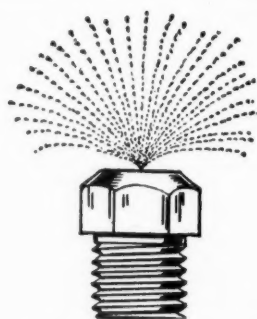
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## THE NEMATODE MENACE

[Continued from page 8]

remain sedentary in this position. Then both the larvae and invaded tissues expand and swell during feeding and subsequent development. Galls are reported to result from a giant cell formation, a plant response to developing nematodes.

### Shape Changes

As these nematodes mature, they transform from eel-shaped second-stage larvae to sausage-shaped third-stage, and finally to pear-shaped adult females. Adult males are not nearly so abundant as females, and their development is somewhat different in that they retain their original eel-like shape when mature. Males are not needed in large numbers because these nematodes usually develop parthogenetically from unfertilized eggs. Each female may produce 200 to 600 eggs and deposit them in a gelatinous matrix commonly called an egg mass. These masses are deposited on the surface of the roots of most hosts, but beneath the surface of fleshy underground roots produced by some hosts such as dahlias.

Time required to complete a life cycle is variable, being dependent on many factors, especially temperature, moisture and subsequent development of the host plant. In optimum environments (semitemperate) a life cycle may be completed in 21 days; however, in less favorable environments of cold, wet, heavy soils and a slow-growing host plant, only one or two generations may develop yearly. Greenhouses or lath houses often provide these pests with optimum conditions that permit serious injury to plants throughout the year in any climate.

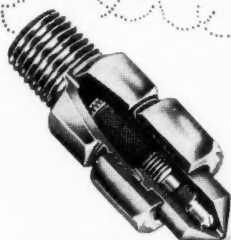
### Root-Lesion Nematodes

Root-lesion nematodes, *pratylenchus* spp., were first reported in Tennessee (1889) as pests of potatoes. By 1917 they were observed in roots of violet in New York, camphor tree in Florida and fig in California. Current investigations continuously disclose additional

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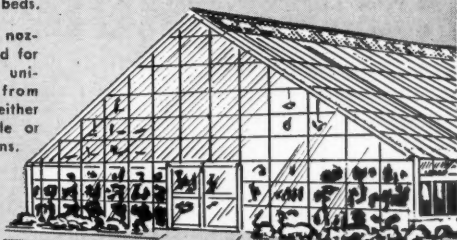
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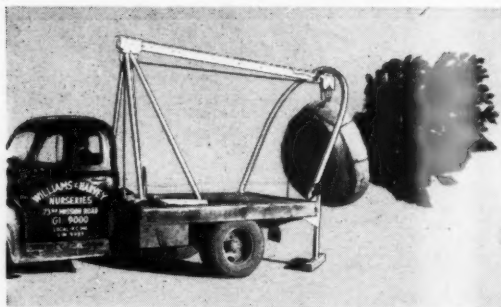
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hosts and other affected areas in the United States and elsewhere. The extensive host range now apparent includes many standard items of the nursery trade. Their tremendous host range and method of attack which causes lesions on roots to serve as portals of entry for other pathogens, place root-lesion nematodes as the No. 1 nematode pest of the nursery industry. Their primary injury to roots has been proved in many instances, and the subsequent rotting of roots by fungi that enter the lesions they form is a common occurrence in nursery stock.

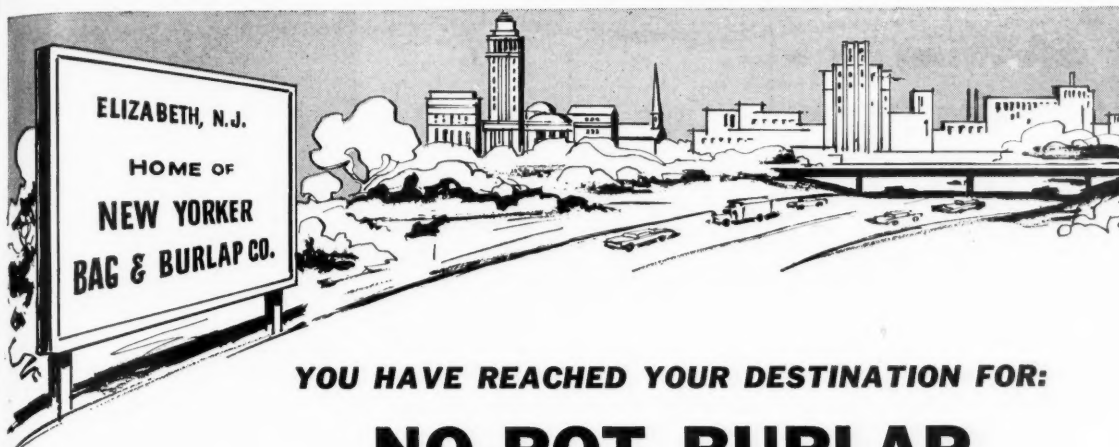
### Root-Lesion Symptoms

Symptoms of root-lesion nematode infection are a lack of feeder roots, although some short remnants may be apparent for a time; larger roots blemished with numerous dark spots which often coalesce into extensive zones covering most of the root area, and general root rotting effected by fungi that entered through the initial lesions. For lack of a better name, this complex root disease is often called root-rots.

Plants with roots injured in this manner seldom grow satisfactorily and are characterized by discolored foliage and by a loss of foliage. Such plants are usually noticeably stunted and appear grouped in target spot like areas within the field, a typical distribution pattern of plants affected by many soil-borne pathogens such as nematodes. Since these conditions can result also from other causes, one should observe diseased roots with a microscope to prove nematodes are responsible. While some nurseries may have a root-lesion nematode problem because they were established on soil where these pests were native, most nurseries are infested by introduction of infected propagation stocks and contaminated soil. In most instances, spread by propagation stocks is accidental, because mild root symptoms are easily overlooked and usually require special laboratory techniques to detect the presence of the nematodes.

### Root-Lesion Nematode Biology

Nematodes called root-lesion nematodes because they attack roots in a similar manner are actually a group of several species. Although some species feed on many hosts and are widely distributed, others feed on only a few and are more or less confined to localized areas. These pests can



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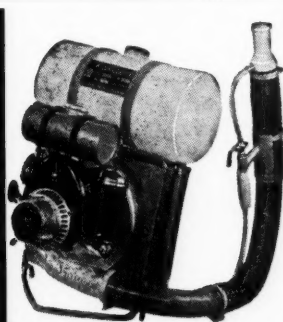
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also be characterized by their migratory nature and ability to survive for months in host plants during packaging, storage and transportation, or even in soil without host plants.

Time required to complete a life cycle from egg to egg varies from 45 to 65 days. Adults, larvae (which resemble adults except in size) and eggs can be found in older lesions. Males are nearly as abundant as females in some species but are very rare in others. Jelly bean shaped eggs are deposited singly or in groups of three or four in host tissue along migration paths of adults. Unlike other nematodes which produce hundreds of eggs, these lay only a few, probably 10 to 20 at most. In absence of a host plant, root-lesion nematodes can survive in field soil longer than a year. Since they associate closely with their host plants, one can expect to find them throughout the soil profile occupied by the root system. Unfortunately these pests can tolerate nearly any climatic or soil condition that is tolerated by the host plants.

Although other nematodes invade some plants produced by nurseries, the problems they cause are not common or the pests occur only



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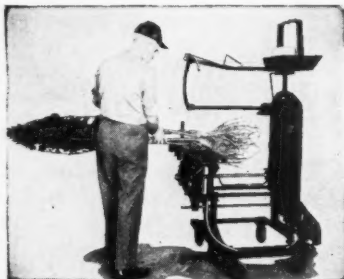
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in limited areas of highly specialized agriculture. Thus detailed discussion of these pests is not given.

For example, plants affected by bud and leaf nematodes belonging to the genus *aphelenchoides* are occasionally found in strawberry nurseries in the west. The condition caused by invasion is called spring dwarf. Nematodes inhabit the crown of diseased plants and feed on developing flower, leaf and stem tissues. As the growing season progresses, these invaded tissues and structures emerge from the buds in a conspicuous distorted condition. Severely infected plants rarely bloom and bear fruit. Bud and leaf nematodes are better known as pests in the florists' industry.

#### Bulb or Stem Nematodes

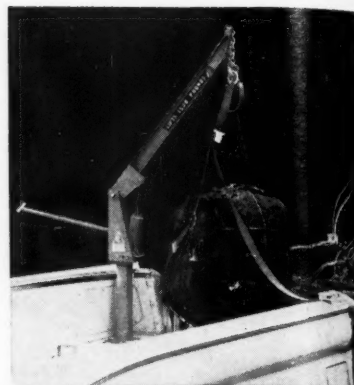
Bulb and stem nematodes, *Ditylenchus* spp., while important bulb pests, rarely become a problem in nurseries except occasionally in strawberry nurseries. Symptoms are commonest in the spring-time after nematode pests have fed upon developing fruiting structures, leaves and stems. Leaf distortion alone may not be specific, but distortion accompanied by short, thickened leaf petioles is characteristic.

#### Citrus Nematode

Citrus nematodes, *Tylenchulus semipenetrans*, are pests of olive, lilac, persimmon and various kinds of citrus trees in western subtropical areas. Citrus is the most severely injured, and affected trees usually suffer from a condition called slow decline. Symptoms of slow decline are a devitalized appearance, discolored foliage and small-size leaves and fruit. Direct injury occurs in the root system, where invaded roots are characterized by a loose cortex, which tends to slough off as symptoms progress. Microscopic examination of the diseased roots should reveal adult females attached to the roots with their head regions partly imbedded in the cortical tissues.

#### Ectoparasitic Nematodes

All nematodes mentioned previously enter tissues of their hosts, a circumstance that readily explains how they are able to damage plants. Recently, another group of nematodes that have a different mode of feeding has been incriminated as plant pests. Although these nematodes may not be considered as true parasites, in a strict usage of the word, because they live neither within nor on plants,



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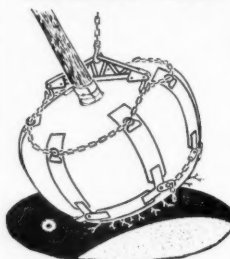
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they do cause extensive injury to roots by periodically feeding in tissues beneath the root surface with a well-developed feeding apparatus. Each time a nematode feeds, it makes a separate minute puncture which may later serve as an avenue of entry for secondary invaders such as bacteria, fungi and even other nematodes.

### Ectoparasitic Symptoms

Root systems of infected plants usually are poorly developed and show various evidences of deterioration, such as lack of small feeder roots; short, thickened root remnants; conspicuous discolored areas or lesions, and localized swellings. Some have described these symptoms as a stubby-root condition. This poor root development is often associated with such nonspecific aboveground symptoms as plant stunting, chlorotic foliage and a tendency of affected plants to wilt on hot days. Ectoparasites are usually distributed in fields in such a manner that plant injury occurs in target-shaped areas. Recently some ectoparasitic nematodes have been shown to be active vectors of certain virus diseases. This discovery greatly emphasizes the importance of these pests, but also complicates nematode and virus control programs.

Adequate diagnosis and effective pathogenicity studies of ectoparasites are much more difficult than for other nematodes, because these pests rarely can be found attached to host plants. Evidence of pathogenicity depends on removing them from soil surrounding infected plants and duplicating symptoms under controlled conditions. Crops are usually injured by these nematodes only if planted in soil where the nematodes are native or where they have become accidentally established by contaminated soil. Since they are rarely attached to host plants, there is little danger of spreading them during shipment of nursery stock unless the plants are balled or soil accompanies the plants that are being transported.

Various genera of ectoparasitic nematodes—criconemoides, helicotylenchus, hemicycliophora, paratylenchus, tylenchorhynchus and xiphinema—have been reported as injurious pests of nursery plants in the west. The kinds of nematodes and the list of host plants are not extensive, but continued investigations will uncover much additional information. Other ectoparasitic species belonging to these genera or to trichodorus are often



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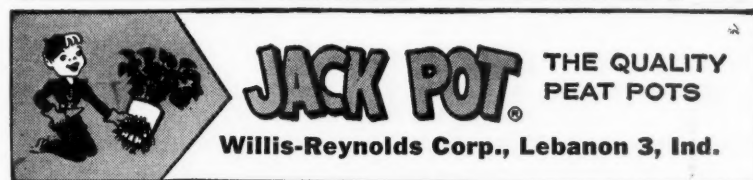
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found in vast numbers in soil samples taken from root zones of unthrifty nursery plants. Until proof of pathogenicity is established, one can only speculate about the importance of these potential pests.

### Nematode Control Measures

Methods of controlling nematode pests of nursery crops are as variable as the kinds of nematodes and host plants involved. Although some methods are highly efficient and give encouraging results, complete eradication is seldom prophesied or accomplished. For convenience, control measures are discussed under four separate methods: Cultural, biological, chemical and heat treatments.

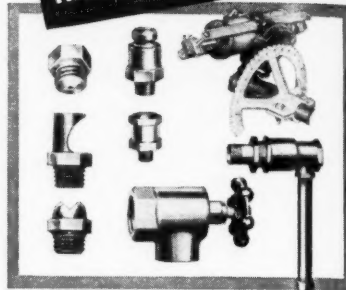
### Cultural Controls

Since plant parasitic nematodes are seldom eradicated from the soil, preventive measures, such as obtaining nematode-free planting stocks and practice of best sanitation measures, are most important. They are important even though eventually populations of nematode pests usually become established regardless of preventive measures. The impact of an unfortunate establishment of nematode pests sometimes can be cushioned by special cultural measures that will delay the development of severe plant injury. Examples of such practices are roguing or removal of plants that may harbor nematodes, rotating susceptible crops with nonsusceptible ones and fallowing infested fields to starve or desiccate nematode pests.

Roguing of unthifty plants and removal of soil surrounding the roots may prove effective where nematode pests have been recently established. Unfortunately, cultivation, irrigation or migration already may have spread them beyond the rogued plant and removed soil. The most serious drawback, however, is that it is nearly impossible to detect the perimeter of the infection. In the case of valuable nursery stock where spot infection has been observed, it is often feasible to follow roguing by local soil fumigation with one of the nematocides mentioned under chemical control.

Rotation of crops in such a highly specialized industry may not be economically feasible. Most nematode pests of nursery crops have extensive host ranges, including many cover crops and the more valuable nursery items. Also, today's nurseryman might be faced with the problem of having more than one kind of nematode pest in the same area, which complicates

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Summer fallow is seldom greeted with much enthusiasm, because it means that high-value crop land must lie idle for extended periods of time. Also, many nematodes can survive in soil for several months even if there are no host plants and the moisture level is reduced. This method is limited to arid areas, as even occasional rains diminish the value of fallowing.

### Biological Controls

Although biological methods may eventually prove to be the most effective control measures, successful examples are rare. Biological control by natural enemies of nematodes, including parasitic and nematode-trapping fungi, predacious nematodes, protozoa and other soil-inhabiting organisms, are often suggested. Although future understanding may exploit these approaches to productive control measures, most are still laboratory curios.

Resistant or tolerant varieties of various plants have been or are being developed for areas infested by nematodes. For example, resistant varieties of peach rootstocks have resulted from an in-



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tensive research program which  
has been in progress for many  
years. Other programs have pro-  
duced partly resistant rootstocks  
for grapes and walnuts. Unfortu-  
nately, progress in this type of re-  
search is slow and subject to dis-  
appointment, because resistance  
may fail. Whether this loss of re-  
sistance to a particular nematode  
species is due to physiological or  
environmental changes is not fully  
known. The usual failure, however,  
is that other species of nematodes  
are encountered. In spite of these  
hazards it is good business for the  
nurseryman to be ready to supply  
available resistant varieties when  
and where they are requested.

### Chemical Controls

Development of certain systemic  
pesticides, particularly the organic  
phosphates, has given agriculturists  
a series of new compounds that  
may be used to control nematodes.  
Control of some nematode pests  
has been accomplished by using  
granular formulations at the time  
of planting or using liquid formu-  
lations as foliar sprays or soil  
drenches. These materials also have  
some advantage over common nem-  
atocides because application can be  
made on established plants and pre-  
paration of soil is not so critical.  
The perfection of a chemical dip  
or soak to kill nematodes already  
present in bare-root stocks is being  
intensely investigated, but recom-  
mendations are not yet available.

Soil fumigation is a popular  
method of controlling nematodes,  
and thousands of agricultural acres  
are fumigated yearly in many sec-  
tions of this country. Now recom-  
mended are approximately a half-  
dozen materials usually formulated  
for injection into the soil as emul-  
sifiable or technical liquid concen-  
trates, although granular formula-  
tions also are available. At least  
two materials require covering the  
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proof cover to contain active in-  
gredients until control has been  
accomplished.

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constantly being improved as re-  
search findings become available,  
it is doubtful if eradication of es-  
tablished nematode pests is possi-  
ble. The continuous improvement  
of equipment, materials and meth-  
ods still leaves many pitfalls to be  
overcome for consistent results.  
Most important of these is soil pre-  
paration. Unless soil is prepared  
properly (having a seedbed condi-  
tion relatively free of unrotted or-  
ganic material and clods, also at

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the proper moisture and temperature levels), efficiency of treatment will be seriously handicapped and much effort, money and time wasted. Most soil-inhabiting nematode pests can be controlled by this method if recommended procedures are followed.

#### Heat Treatments

Steam sterilization—treatment of soil by various forms of heat—is still one of the most effective ways to control soil pests, including nematodes. Small quantities of soil, such as that used in greenhouses, can be treated in electric cable-lined bins, by infrared heat lamps and with buried steam pipes. Large areas are successfully treated by power-drawn steam rakes and other specialized equipment.


Hot-water treatment of infected propagation stocks is sometimes an efficient way to control nematodes. The effectiveness depends upon the degree of temperature needed to kill the nematodes, balanced against the degree of heat the host can tolerate without serious injury. Treatment of fleshy propagation stocks, such as daffodil, iris and lily bulbs and dahlia and peony roots, has been successful because a margin of safety exists between temperatures necessary to kill harbored pests and that tolerated by host plants. Also, fibrous or bare-root plants, like citrus, strawberry and some nursery trees, have been successfully treated. Thermal tolerance, however, of bare-root plants is unpredictable, and sometimes only dormant plants can be treated.

#### Summary

The obvious importance of nematodes as destructive pests of nursery crops cannot be ignored. The vast number of plants, each with its corresponding nematode fauna, that make up the nurseryman's inventory place the industry in a precarious position. Although root-lesion and root-knot nematodes are now most important among nematode pests, others belonging to various ectoparasitic genera may eventually share this distinction. Many helpful control methods have been perfected, but none is so efficient as to be considered an eradication measure. Fortunately, American nurserymen are aware of the nematode menace and are meeting this challenge by supporting nematological research; sponsoring numerous and varied types of membership education sessions, and adopting, where applicable, recommended control procedures.

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**No. 1-R Pole Tree Trimmer** (left) with compound lever head for fast severing of heavy limbs. Cross-rod construction gives double strength and prevents warping and bending. Poles in 6, 8, 10, 12, 14 and 16-ft. lengths. Prices, \$17.00 to \$22.00.

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**No. 127 Paragon Saw** with silver steel blade in 18, 22, 24 and 26-inch lengths, 6 points per inch. Extra-large hand opening.

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## NEW BULLETINS

### CRAB GRASS CONTROL

Promotion of turf vigor is the primary and most effective means of controlling crab grass, conclude the authors of bulletin 642 of the Connecticut agricultural experiment station, "Prevention and Control of Crab Grass in Lawns," by J. F. Ahrens and A. R. Olson, who report on the recent herbicides introduced for this purpose and their effectiveness.

### RADIOACTIVE SOLUTIONS

Those experimenting with the introduction of radioactive nutrient solutions into trees will find aid in technical bulletin T-70 of the Oklahoma A. and M. College, "A Technique for the Introduction of Radioactive Solutions into Woody Stems of Trees and Shrubs," by Robert T. Ealy. It includes two pages of text and two pages of drawings.

### SPRAYS ON ORCHARD FLOOR

Some nurserymen as well as orchardists will be interested in reading the recent Connecticut agricultural experiment station bulletin 643, Effect of Sprays on Mite and Insect Species of the Apple Orchard Floor, by Philip Garman. The best sprays are those that allow a moderate ratio of harmful to beneficial insects and mites and still have an effective toxicity to a wide range of insects, the bulletin concludes.

### CAMELLIAS IN ALABAMA

Always popular in Alabama and now its state flower, the camellia and its growing in that area is the subject of an excellent 16-page booklet, with cover faithfully reproducing a flower in full color, entitled, "The Camellia and Its Culture," by Troy Keeble, W. A. Ruffin and Dr. Raymond L. Self, of Auburn University. The demand for this bulletin, circular 562, was such that it was recently reprinted. It lists a selection of varieties and discusses culture, propagation, diseases and insect control.

HOWARD ELLIS, a nurseryman at Grand Saline, Tex., was chosen by 20th Century-Fox to landscape several scenes for a re-filming of the musical, "State Fair."



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 Honeysuckle, zabeli  
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 Lilac, rothomagensis (Persian)  
 Lilac, Hungarian  
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 Spirea billardi  
 Spirea thunbergi  
 Spirea Van Houtte  
 Weigela Bristol Ruby  
 Weigela florida  
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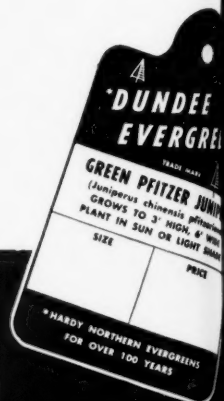
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